LEATHER and SHOES

The International Shoe and Leather Weekly



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Coming Events

Oct. 14-18, 1951—Advance Boston Spring Shoe Showing, sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine and manufacturers' showrooms.

Oct. 20, 1951—38th annual banquet of New York Shoe Superintendents' and Foremen's Association. Hotel St. George, Brooklyn, N. Y.

Oct. 21-24, 1951—Canadian Shoe and Leather Convention in Montreal, Quebec, Canada.

Oct. 24, 1951—Fall Meeting of National Hide Association. Sovereign Hotel, Chicago, Ill.

Oct. 25-26, 1951—Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago, Ill.

Oct. 29-Nov. 1, 1951 — National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels, Chicago.

Nov. 11-14, 1951—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Association. Adolphus, Baker and Southland Hotels, Dallas, Tex.

Nov. 25-29, 1951 — Popular Price Shoe Show of America for Spring and Summer 1952. Sponsored by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

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LEATHER and SHOES

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THEY WEAR 'EM TOO LONG

Child foot health and juvenile shoe sales have a lot in common

L and S Editorial

Reprints available at nominal costs: Up to 100, 10c each; 200-500, 5c each; 1000-3000, 2½c each; 5000 or over, 1¼c each.

WHEN Dr. Joseph Lelyveld, chairman of the National Foot Health Council, created Child Foot Health Month (September) a few years ago, he gave the children's branch of the shoe industry a wonderful merchandising weapon. Unfortunately, the children's shoe producers have yet to fire a shot from this weapon that rusts in their hands.

Children's footwear continues to be merchandised primarily on the basis of price and wear. Style is an important factor, though in misses' shoes mostly. But *health*—one of the most potent factors in merchandising juvenile footwear—continues to be neglected. As a result, its potential cash-in value continues to be lost.

Since the war, children's shoe business has ridden a prosperity wave due solely to the high birth rates over the past decade. Misses' and children's shoes in the postwar years have been consumed at a per capita annual rate higher than for any other type of footwear, women's included. And the phenomenal per capita consumption of 5.04 pairs of misses' and children's shoes in 1948 no doubt stands as the all-time record in shoe business.

Interesting Figures

But all this, however, has come about by virtue of the high birth rate rather than by any specific promotional efforts on the part of juvenile shoe producers. Here are some interesting figures to demonstrate this:

In the six prewar years, 1936-41, annual per capita consumption of misses' and children's shoes average 3.29 pairs; but in the six postwar years, 1945-50, the consumption figure rose to 4.74 pairs. In short, the high wartime and early postwar birth rate has been paying off handsomely.

But in other juvenile lines it's a far different picture. For boys' and youths', the annual average for the six prewar years was 1.30 pairs, as compared with 1.40 pairs for the six postwar years. And for infants', the figures show 2.59 pairs for the prewar period, 2.66 for the postwar.

Now, there appears to be an obvious answer for the difference in shoe consumption between misses' and boys' and youths'. The style factor in the latter is negligible, while in misses' shoes it's an important feature, resulting in a higher sales or consumption turnover. It is the same differential of pattern that exists between men's and women's shoes (men consuming fewer than two pairs as against nearly four for the women.)

Also, boys and youths will wear sneakers or canvas footwear in the warmer months—or may go barefoot—while girls will tend to stick to seasonal shoes. Obviously, this cuts down on consumption of shoes by boys and youths.

But if we exclude the misses group, and leave only the children's, boys' and youths', and infants, we find that the per capita consumption shows little appreciable change—is below what it should or might be with a fresher merchandising approach, particularly with respect to the health factor.

Now, according to scores of foot-examination surveys conducted by foot doctors in schools all over the country, about seven out of every 10 children (15 years and below) have some kind of foot defect. Most of these foot defects are traced directly to improper or ill-fitting footwear. A large share of the fault stems from *outgrown* shoes.

The fact that this isn't good for shoe business is beside the point for the moment. What's important is that it's seriously bad for the foot health of the nation's children. And regardless of all the medical attention in the world that can be given to these feet, there is no satisfactory solution until the basic cause—outgrown shoes—is corrected.

This opens a splendid merchandising opportunity for the juvenile branch of the industry. Children's shoes should be purchased more frequently. To wait until the child has *outworn* its shoes is wrong and ridiculous. Super-sturdy, thick-soled shoes have contributed to defective feet in children, as the doctors will testify, not only in reducing the essential element of flexibility but in providing parents with an incentive to let the child continue to wear the shoes even though the child has outgrown them.

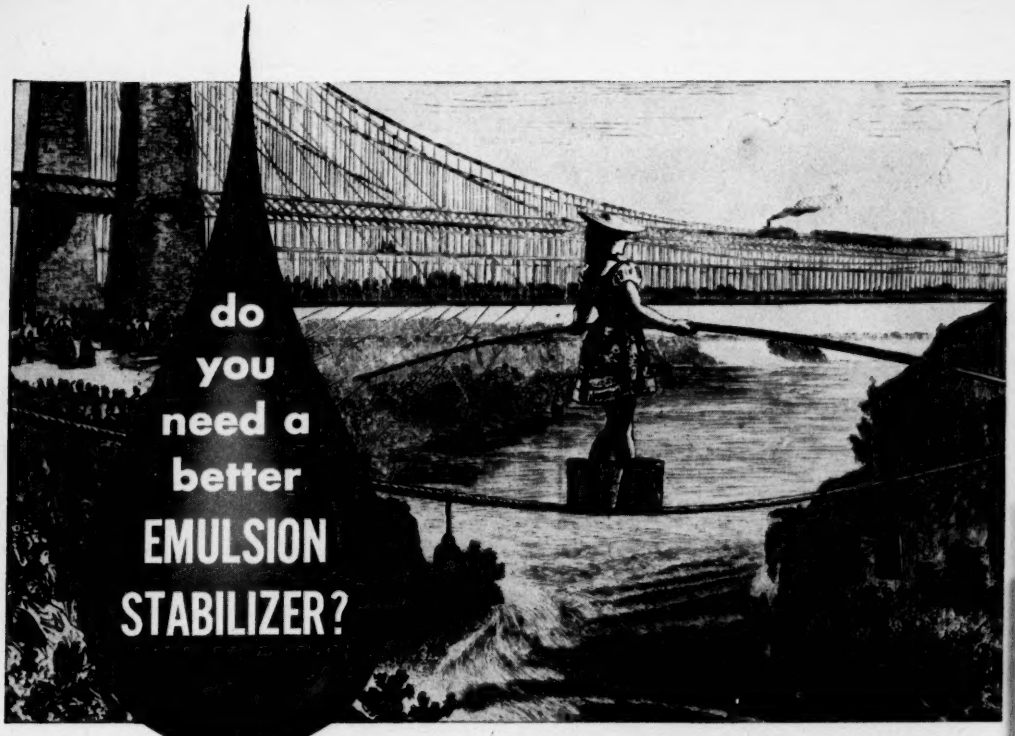
Factor Of Foot Growth

Thus, the factor of *foot growth* is vital in juvenile footwear, whereas it presents no problem in adult footwear. Juvenile shoe producers have failed to capitalize on this factor—while at the same time rendering a real service to child foot health.

This presents them with a potent sales weapon. But first, the nation's parents must become imbued with a slogan fashioned around the idea of the danger of *outgrown* shoes. Once parents are made universally conscious of this fact, children's shoe purchases would be more frequent—as they should be.

But such a program cannot be sponsored effectively by isolated producers. This requires the formation of an organization of children's shoe producers working cooperatively on that single theme. Impractical? Fifty years ago, so was the United Nations. If nations, with their multitude of complex differences and "competition" can do it, certainly a group of manufacturers with a common objective can do it, too.

It is seldom that an industrial group is presented with an opportunity to render a fine public service which at the same time offers sales opportunities. This is one—and it cries for the doing.



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GLOVE LEATHER TANNER'S TRIUMPH

An amazing variety of rawstock requires extreme tanning skill

By D. S. Marston



Here in the glove-making capital of the world, Gloversville, New York, a piece of pigskin leather is being stretched—the first operation in the making of fine gloves.

Reprinted from the **Rohm & Haas Reporter**, of which Mr. Marston is editor.

NO CITY in America is more appropriately named than Gloversville, New York. The town was settled by glove-makers nearly 200 years ago, and it would be hard to find among the 23,000 inhabitants today any who do not derive their livelihood more or less directly from the glove industry. Probably three out of every four pairs of fine leather gloves made in the United States are manufactured in or around Gloversville.

As a natural result of this concentration of glove-making, the Gloversville area (which includes adjoining Johnstown) is also the nation's center for the tanning of glove leather. Approximately 90 percent of all domestic dress glove leather is tanned here in Fulton County. And this gives rise to another point of distinction: Gloversville probably receives more goods by import than any other inland town of its size in the country. This is true because, although many different types of skins are made into leather for gloves, almost all of them are from animals whose natural habitat is far from the United States in some wild and uncivilized part of the world.

Peccary, Capeskin and Mocha

Pigskin glove leather, for example, is made chiefly from the peccary, a wild hog, or the carpincho, which is not a pig at all but a huge water rodent. Both of there animals are found in Central and South America.

Capeskin, used extensively in ladies' gloves, comes from a South African haired sheep and takes its name from the fact that the skins

were originally shipped through the port of Cape Town. They still are, in large volume. Cabretta, which is similar to capeskin, comes from a hair sheep of Brazil.

Some deerskin leather is of domestic origin but most comes from the skins of deer that live in the wilds of Australia, New Zealand and Central and South America. Mocha leather comes from the skins of hair-type sheep of Africa. The first of these skins, it is said, arrived with a load of coffee from the port of Mocha, Arabia.

There are, of course, still other kinds of leather used for gloves, although they do not all come from different animals. Sometimes the same skin, finished in a different way, is known by a different name. And it is not unusual for a name to persist after the animal is gone. For example, chamois leather was once obtained from the chamois — a species of antelope. The species is practically extinct today, but the name remains. Chamois leather now means oil-tanned leather from a sheep or lamb skin from which the grain has been removed.

Much has been written about the art of leather-making, but nowhere would this art appear to have reached a higher degree of perfection than in the tanning of glove leather. Glove leather must have unusual properties. First of all there is the matter of feel; the right feel for glove leather is more easily sensed than described. Glove men often refer to it simply, if a bit vaguely, as a soft, sensuous feel. Then the glove must fit. It must cover the hand as closely as a second skin and yet be able to stretch in any direction as the hand is moved. It must have a degree of elasticity so that it will return to its original position after stretching, to avoid excessive wrinkling. And it must be able to withstand ordinary abrasion and scuffing.

Pre-Tanning Processes

It is the responsibility of the tanner as well as the glove-maker to build these characteristics into the finished gloves. The tanning process must be adapted to the nature of the skin being tanned and to the type of glove which will be made from the skin. As a result, the tanner of glove leather, while he may use operations that bear the same names as those employed in the making of other kinds of leather, is really engaged in a very special sort of occupation.

The operations preliminary to tanning include soaking, unhairing, liming, fleshing and bating. There are others, some used only in processing certain types of skins, and some of more general application, but these five are of practically universal use.

Soaking is both a softening and a cleansing step. The skins are dry and stiff as boards when they are taken from the bales in which they may have traveled halfway around the world en route to Gloversville. Soaking is usually performed in vats and is continued as long as is required to get the skins thoroughly soft and free from dirt, salt and other debris.

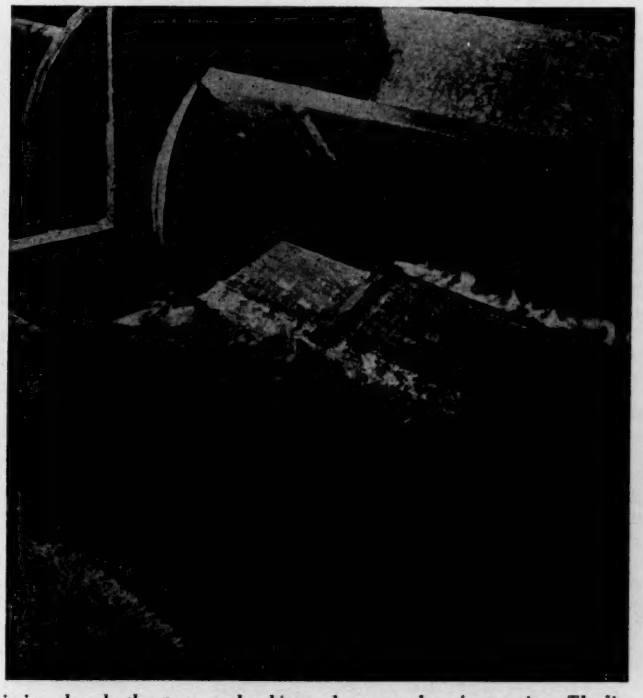
Hair Removal

Hair, such as that found on the cabretta and capeskins, is useful for carpet-making so it is commonly removed in a manner that will permit its recovery. Instead of the usual unhairing in a long lime soak, the hair side of the skin is covered with a paste of lime to which a sulfide "sharpener" has been added. This is allowed to remain on the skin just long enough to loosen the hair follicles, after which the hair is removed by hand pulling or scraping with a dull knife. In the latter case the skin is stretched over a beam—a heavy curved block of wood that is set up at a convenient angle for the work. In some instances today, the hand operation is being replaced by a machine which rubs off the hair with dull, rotating knives, but hand unhairing is still in common use in glove leather tanneries.

After unhairing, the skins are opened up by immersion in milk of lime which also serves to remove the residual hair and scud. An unhairing accelerator is generally used with the lime soak in the glove leather tanneries to speed up the action of the lime with complete safety to the skins. This is so effective in loosening the scud from the skin that in many cases hand or machine scudding is unnecessary—a substantial saving in labor as well as time.

The lime, in addition to its scudding function, also serves to swell and plump the skin, preparing it to receive the tan. But the lime must be removed when its work is done. This is accomplished, in large measure, during the bating operation.

(Continued on Page 37)



Liming glove leather to open the skins and prepare them for tanning. The lime also removes residual hair and scud. This action is accelerated by using dimethylamine sulfate.

BRITAIN'S SHOE RESEARCH PROGRAM

1,000 shoe industry members support this growing organization

By H. Bradley

Director

British Boot, Shoe and Allied Trades Research Association

THE British Boot, Shoe and Allied Trades Research Association was started in the town of Northampton in a very small way in 1919. At that time, when the research association movement was quite new, the principle obtained that anything was better than nothing in the way of science in industry, and this Association began with a trade contribution income of only $2,000 a year.

During the first four years it remained small and its staff was only part-time. In 1922, steps were taken to put the Association on to a more national basis, and it was towards the end of that year that a full-time director was appointed, the headquarters were moved to London, a small staff duly appointed, and a beginning made with full-time work in somewhat incommodious premises.

In 1927 a move was made to better accommodation. These premises were damaged early in the air raids of 1940 and the Association went to temporary accommodation in the Boot and Shoe Technical School, Kettering, where the work was carried on through the war. When the war ended, search was made for suitable premises in the Midland area for the Association's permanent home, it being almost impossible to find suitable accommodation in London. A house in Kettering with reasonable area of land was acquired, and at the beginning of 1947 the Association took it over. In due course the erection of extensions was begun, culminating in the opening of the new laboratories at Satra House on October 28.

L and S

The subject of an industry-sponsored shoe research program has captured the imagination of America's shoe producers. Leather And Shoes has presented several articles on a shoe research program to its readers. In addition, it has endeavored to show how other countries are operating industry-sponsored shoe research—such as presented in the recent article dealing with South Africa's successful program. Following this theme, we present this article on Britain's industry-sponsored shoe research program which has been in operation over the past 30 years, and which has achieved an outstanding success to date.

L and S

Today, the whole of the shoe industry of Great Britain is connected with the Research Association either in full membership or affiliation. All the shoe manufacturers through their trade associations are members *en bloc*. Wholesale and retail distributors, as organized bodies, are in full membership or affiliated; the Shoe Operatives Union is affiliated, and in addition there is a considerable body of membership from the supply trades.

So, as it should be, the scientific body is unique in linking together all sections of the industry. No matter on which side of the table they may be in business, economic and other such negotiations, all sections are united under the banner of science for the improvement of the industry and its services to the community. It has taken thirty years to achieve this from the small beginnings in Northampton.

Thirty years is not an unduly long time for such an accomplishment. The shoe industry is a craft industry based on the handicraft which is as old as civilized man. It is a traditional industry; but in the form that we know it today it is young. The mechanization was beginning only two generations ago. The mental disciplines of craft and science are quite different and the problem of grafting science on to this industry is in large measure the psychological one of unifying two different mental disciplines. It is a long time since this was recognized by the Research Association and allowed for in its plans. Thirty years—a generation—was the period anticipated as necessary for a reasonable measure of accomplishment.

The shoe industry is very close to the public. It is a secondary industry producing a commodity of direct personal significance to each individual in the community. It is sometimes thought that the industry's science must begin where its supply industries leave off. We prefer to say

that it begins with civilized man's need for footwear.

The fundamental work is research into the human need, to measure and tabulate it in all its aspects in order to build up the knowledge necessary to decide how best to satisfy the need. Accordingly, the research program starts with foot surveys, to accumulate statistical knowledge of foot dimensions and shapes for all sections of the community—children, adolescents, adults—in various geographical areas and social strata. There is also work on orthopedic aspects of footwear to throw light upon the influences which the shoes may exercise upon poise and gait, with their consequent subtle reactions on bodily, well-being.

There are physiological questions relating to foot comfort in regard to warmth or coolness, moisture dispersal and so forth. At the next stage of a logical sequence an understanding is required of all potential shoe materials so that their physical and chemical properties may be assessed in relation to the requirements in shoes for physiological comfort, weather-proofness and serviceability.

Next comes the manufacture of shoes, where again the properties of the materials are important in relation to factory processing. Development of processing methods rests very largely upon improving knowledge of the physics of the materials.

Processing Methods Important

The manufacture of shoes consists today in a sequence of machine operations, the different machines along the line having different production capacities, so that problems arise in the balancing of the chain. There are doubtless general propositions to be worked out in this connection which may be valid for such other industries as are similar in the sense that batches of articles in work flow down a chain of operations. The ultimate object is, of course, the improvement of manufacturing efficiency and productivity, and the money value of the product to the public.

Finally, there are problems of distribution, in particular, stock-keeping. The ideal is naturally that a stock of shoes should be so constituted as to provide a maximum probability of being able to suit the random foot. This is complicated enough for a simple type of shoe because of the variety of fit criteria, but it is additionally complicated by the variety of types and styles.

(Continued on Page 39)

L and S

What's Happening In British Shoe Research

At the beginning of 1947 the membership numbered 608, the staff 26 (many of them new), and the move to Satra House had only just been made and the laboratories had not been started. In that year 973 consulting questions were handled. By the end of 1950 the membership had increased to almost 1,000, the staff had been built up to 69, and over 3,000 consulting questions were raised. In the first four months of this year (1951) consulting questions have come in at an annual rate of over 4,000—more than a four-fold increase as compared with 1947. There has been no "let up" in the growth of this service. While the new laboratories were being built and occupied, while new staff were being secured and trained, while the programs of the committees were being shaped and put into operation, month by month, the flow of consulting work have mounted. As fast as one month's figures established a new "record" those of the next one broke it.

Four thousand questions a year is an awful lot of questions. They are concerned with the practical day-to-day problems of members which to them are important and often urgent. There is not a single person on the staff who has not been affected by this flood of consulting work. Whole sections—for example, the physics and chemistry laboratories—have had their time almost wholly taken up with the work.

But the consulting question service, important as it has become, is only one factor in the situation which calls for comment. The Industrial Division at Satra House has been wholly engaged on work of a practical character—the investigation of shoe factory productivities, the analysis of operation cycles, methods studies, as well as a number of practical projects concerned with materials and components as well as methods.

Types Of Inquiries For Research

There is not space in this article to review in detail the output of the Association over, say, the past two years. But a brief mention of some of the subjects on which reports, memoranda and bulletin articles have been published will suffice. These have included looseness of finished upper leathers, the salts contents of insole leathers, the Blocked Forme method of forme cutting, platform cover seams, safety boots and new safety boot tester, specifications for shearling linings for bootees, lacquers for preventing lasts from sticking at the toes, fitting trial on naval boots, the survey of children's feet and shoes, the testing of sole threads, adhesives for folding and backing uppers, the design and construction of football boots, firemen's boots and heavy boots for use in oilfields, tempering for stuck-on soles, slide fasteners, size rolls for children's shoes, the testing of fibre boards, pressure—sensitive cements, dermatitis, elasticized shoes, nylon mesh fabrics for uppers, and children's and adolescents' foot measurements.

Special mention should also be made of the work which has been done by the Association over the past 18 months on resin-rubbers and their use for shoe manufacturing purposes, together with complementary work on adhesives and edge finishes for use with resin-rubbers. Many hundreds of man-hours have been expended and are still being spent on these subjects, and the use of the information to the trade is exemplified by the large number of inquiries which flow into Satra House about resin-rubbers.

In the shoe research program there has been a strong emphasis on practical work and on projects with an immediate application to the trade's current problems.

The trade's concern should be to insure that its Research Association's program contains a higher proportion of more fundamental and long-term work as it may well be that in this way the Association can, in the long run, make its greatest contribution to the industry which it is its purpose to serve.

The British Federation of Shoe Manufacturers

L and S

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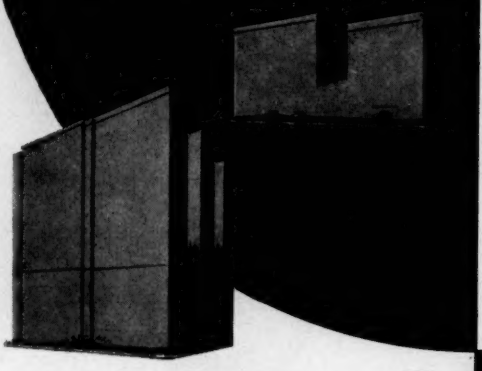
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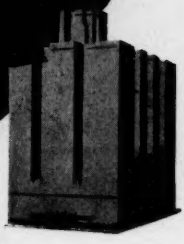


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NATIONAL SHOE FAIR
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Shoe manufacturers, despite some pessimism, might well see brisk fall-winter business. But important thing is pattern of buying: small but frequent orders. Retailers stocks reported whittled down to near normal, with replacement stocks needed. Soft goods lines doing better all along the line.

Shoe buyers' reluctance to purchase so far can be deceptive. Hesitation because of prices—belief that prices going lower. Hence purchases hand-to-mouth, but frequent, to keep apace of current price shifts. Second, immediate availability of goods for delivery puts buyer in driver's seat—allows him to wait till last minute, order small but often. Third, refusal to be burnt by overbuying as happened last fall-winter.

The talked-about "lost season" may not be as lost as supposed. Large scale advance orders haven't occurred, but a moderate wave of small, frequently repeated orders may add up to a fairly good season. Situation is extremely volatile. Consumer buying in mid two weeks of September will be barometer for spending over months ahead.

Hides and skin, chestnut, quebracho and wattle extracts listed in very short supply in latest National Production Authority classification of 400 basic materials on basis of availability. NPA's "List of Basic Materials and Alternates" places these industry essentials in Group I, highest priority group in which U. S. defense effort is lacking.

Difficult to tell why Government still insists in regarding hides and skins "in very short supply." A look at first half 1951 figures shows hide and skin production about on par with last when supply was generally regarded as plentiful. Also, except for goat and kidskins, sheep and shearling, hide and skin imports are well above last year. This is particularly true in cattlehide imports which have exceeded last year's six months' imports by close to 500,000 pieces.

Kansas City flood and temporarily reduced marketing of livestock due to pricing situation do not materially affect outlook of hide and skin supplies. Cattle population now figured above last year with prospect for increased growth. U. S. is not exporting rawstock in any great quantities. So why the general alarm?

Curiously enough, NPA admits leather supply situation improved. This is due to increased imports, particularly of hides and skins, in past six months and reduction in military requirement along with "seasonal" decline in civilian shoe consumption. Unless NPA anticipates renewed military shoe and leather goods purchases (only another outbreak of active war can do this) or foresees heavy civilian sales ahead (something everybody hopes for but few will predict outright), there is little prospect of dwindling leather supplies causing tanners to drain hide and skin market.

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Danger of inflation far from gone despite current slow sales, top-heavy inventories and price slashes throughout industry as a whole. All business crying for end of controls should read recent address given before South Dakota Bar Association by Harold Leventhal, chief OPS counsel. Leventhal first cites uncertain world situation, ready to flare up at any moment, then points out excess of $150 billion of liquid assets still in hands of consumers ready to "spark a wave of buying at any time."

Leventhal says we must maintain framework of controls to prevent any chance of runaway in prices. Latter could happen even without sudden turn in international events or heavy consumer buying. Percentage of national income devoted to defense purposes, 6% before Korea, will be 20% in next year, probably rise higher by 1953.

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Shoe workers not among the million workers due to get automatic wage hike of at least 1c. per hour. Many union agreements provide for automatic cost-of-living wage increase dependent upon Labor Department's cost-of-living index, now at a new all-time high. United Shoe Workers of America, CIO, and Boot and Shoe Workers Union, AFL, guessed wrong on escalator clause, eliminated it from most contracts. Result is shoe workers out in cold when automatic pay hikes come up.

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Army Quartermaster currently pitting U. S. against German Army boots at Fort Lee, Va., testing grounds. Aim is to evaluate respective merits of German all-vegetable tanned leather and American chrome retan uppers used on Army shoes. Test will submit both shoes to repeated wettings and dryings over wide range of temperatures, check wearing qualities under all conditions, determine which shoe is better fitted for modern soldier.

ARMY SIMPLIFIES SHOE SIZE NEEDS

ADOPTS REDUCED SIZING SYSTEM

New Program Cuts Size Needs By 50%

The Army Quartermaster Corps has announced simplification of men's service boot and shoe sizes used by the Army and Air Force by establishing five instead of the 10 widths hitherto required.

The new simplified system will reduce Quartermaster shoe size requirements by nearly 50 percent, the Army said. Foot lengths will continue to be designated by number.

Principal reasons for the change are to reduce the burden on long supply pipelines, save storage space and curtail warehouse operations, the Army added. Fewer widths will mean a smaller number of shoe sizes in a given pipeline and also greatly simplify manufacturers' problems.

Widths under the new sizing system apply to the service shoe, combat boots, and the shoepac.

Reports by Army Quartermaster Corps observers overseas in World War II indicated too many shoe sizes in the tariff. In 1949, tests were conducted at Fort Knox, Kentucky, to determine the effects of fitting men with shoes from a reduced tariff having only half the usual number of widths. Aim of the tests was to eliminate some of the 239 sizes in the regular and supplemental tariffs.

Findings were checked and found to agree with civilian experience in making work shoes, which have only a few widths. The Army Medical Service reviewed the results and approved the new widths and the development of new techniques to insure proper fit for all men.

For men requiring widths or lengths beyond the range of sizes regularly stocked, the Quartermaster Corps will supply special measure footwear, as in the past. Issue of the new widths will be made as the older stocks are used up.

The new widths will be designated as narrow, regular, and wide, supplemented by extra narrow and extra wide.

Observers pointed out that Quartermaster action in simplifying boot and shoe sizes is part of a new military program to streamline supply pipelines. The services are experimenting with new types of clothing issue designed to keep weight and size at a minimum. In addition, every effort is being made to reduce size ranges of any given item.

Not only is the new program designed to lighten supply pipelines and simplify manufacturers' problems but it will aid the services in transporting men and their supplies quickly and efficiently. Emphasis is being placed upon movement of troops by air between various fronts.

Recently, the Army announced development of a new tropical combat boot which weighs three-quarters of a pound less per boot than previous models (L&S X-Ray, Aug. 18). The new boots are made with nylon uppers. All service branches are examining each item of equipment with the idea of obtaining the lightest product possible.

Wisconsin Tanners' Club Sets Schedule

The Wisconsin Tanners' Production Club has just about completed its schedule of meetings for the coming year. The new season will open on September 28, with Drs. Fred O'Flaherty and William Roddy as the speakers.

O'Flaherty will discuss outstanding technical developments in tanning over the past year, while Roddy will talk on the physical properties of leather.

The November 9th meeting will be headlined by Fred E. Rueping, who will speak on new developments in tanning machinery, maintenance and efficiency of equipment, and the cost and power factors of tanning machinery and equipment.

The December 14th meeting will consist of a panel discussion on leather finishes, with Edward Thorstensen of the S. B. Foot Tanning Co. acting as moderator, and the panel comprised of technical representatives of leather finishing firms.

The January 19th meeting will be the highlight of the year. Contents of the meeting will be announced later, but the program chairman states that it will be an "innovation" of great interest to tanners and allied trades.

The March meeting will be addressed by Howell Evans, vice-president of the Hamilton Mfg. Co. of Wisconsin, whose subject will be Human Relations.

Irving Glass, executive vice-president of the Tanners' Council, will close the year's program in May.

NEW CEILINGS MUST WAIT TILL DECEMBER

OPS Tells Manufacturers Of Delay

New price ceilings for shoe and other manufacturers will not be adjusted to the new economics control law until sometime this coming Dec., according to Edward F. Phelps, assistant director of the Office of Price Stabilization.

Phelps told a group of 17 representative manufacturers at a special meeting in Washington this week recalculation of ceiling prices under the Capehart Amendment would require another 90 days.

The new law states specifically that manufacturers' ceilings reflect almost all cost changes until a cut-off date of July 26 of this year. It replaces previous OPS regulations which included limited cost increases and called for earlier cut-off dates of Dec. 31, 1950, for material costs and March 15, 1951 for labor cost increases. Overhead and advertising costs were among those not included in earlier OPS orders (L&S, Aug. 18).

The new regulation required by Congress will replace CPR 22, the general manufacturers pricing order, CPR 41 which governs shoe manufacturers ceilings, CPR 30 on machines, CPR 37 on cotton textiles, CPR 45 covering apparel, and CPR 18 covering wool yarns and fabrics.

OPS was forced to cancel effective dates of these orders early this month after President Truman signed the new controls law. The President has asked Congress to amend this law, particularly by removing the Capehart Amendment. Senate hearings on bills to amend the law began this week.

John Boyd Elected Head Of Boyd-Welsh

Directors of Boyd-Welsh, Inc., St. Louis manufacturer of women's cemented dress shoes, have elected John Boyd as president of the firm. He succeeds the late Louis K. Kane who died of a heart ailment last July 9.

Other officers named are Carl Mischlispy, vice president; and Frieda H. Griffith, secretary-treasurer. No change in company policy is anticipated under the new officers.

SIX MONTHS' HIDE IMPORTS CONTINUE GAIN OVER 1950

Cattlehide imports during June totaled 322,000, well over import totals for both May 1951 and June 1950, and bringing six months 1951 totals to 1,719,000 hides, an increase of 489,000 pieces over the comparable 1950 period, according to the Tanners' Council.

Principal sources of supply in June were Argentina (91,000 hides), Brazil (79,000), Canada (34,000) and India/Pakistan (34,000). Exports from the U. S. totaled 41,000 hides, bringing six months exports and re-exports to 308,000 compared with a total of 208,000 for the 1950 period.

Although calf and kip skin imports fell off from May to 194,000 skins in June, they showed an increase of 4,000 skins over June a year ago. Arrivals included 23,000 calf and 20,000 kip skins from Canada, 21,000 calf from Poland, 3,000 calf and 13,000 kips from Italy, 12,000 calf and 30,000 kips from Pakistan, and 16,000 kips from Uruguay.

June exports totaled 12,000 skins, bringing total exports for the year to date to 18,798,000 skins against 207,000 for the period last year.

Total imports for the first six months 1951 amounted to 1,627,000 skins as against 1,219,000 a year ago.

Imports of goat and kid skins decreased to 2,756,000 from 3,998,000 skins in June 1950. Six months volume amounted to 18,798,000 skins or 13.5 percent below last year's period.

Pickled sheepskin imports rose sharply to 1,278,000 skins in June as the shipping strike ended. This was still well below the 4,534,000 skins imported in June 1950. The six months' total showed a decline of 62 percent from a year ago. Following are comparative figures:

HIDE AND SKIN IMPORTS ANALYZED

		EXPORTS				IMPORTS			
(000 Omitted)	Unit	June 1951	June 1950	6 Mos. Total 1951	6 Mos. Total 1950	June 1951	June 1950	6 Mos. Total 1951	6 Mos. Total 1950
Leather									
Sole	Pounds	32	79	254	288	387	120	2,164	1,172
Belting	Pounds	—	1	13	13	70	95	842	439
Upper	Sq. Ft.	1,453	2,589	11,177	15,786	650	918	6,123	4,643
Lining	Sq. Ft.	192	316	1,516	2,727	86	121	1,397	1,213
Glove, Garment	Sq. Ft.	160	332	1,692	1,770	363	211	3,117	2,022
Bag, Case	Sq. Ft.	11	56	145	282	83	62	709	360
Upholstery	Sq. Ft.	45	10	161	184	8	20	205	63
Raw Stock									
Cattlehides	Hides	41	16	289	185	322	246	1,719	1,230
Calf and Kip	Skins	12	35	164	202	194	190	1,627	1,219
Goat and Kid	Skins	—	—	—	—	2,756	3,998	18,798	21,738
Cabrettas	Skins	—	—	—	—	210	260	2,255	2,033
Shearlings	Skins	—	—	—	—	63	173	317	1,492
Pickled Sheep	Skins	31	126	384	492	1,278	4,534	4,011	10,509
Wooled Skins	Skins	—	—	—	—	81	120	580	1,136

ARMSTRONG CORK SALES HIT NEW HIGH

Sales of Armstrong Cork Co., Lancaster, Pa., manufacturer of cork shoe products, reached a record six-months' high of $106,074,967 for the first six months of 1951, C. J. Backstrand, president, reported this week in the semi-annual statement to stockholders.

Net earnings after taxes totaled $5,283,181, which represented a return of five percent on sales. This compares with net profits of $6,218,796 or 712 percent return on sales volume of $85,936,210 during the first six months of 1950.

Armstrong's net earnings amounted to $3.40 per share of common stock in the first half of 1951 as compared with $4.07 in the first six months of 1950. Backstrand reported that although sales were up 23 percent and earnings before taxes increased by 22 percent, taxes on income were up 81 percent, resulting in a 15 percent drop in earnings after taxes.

Combined net earnings of the subsidiaries operating abroad for the first six months amounted to $501,126, on sales of $12,141,564, as compared with $362,371 in the first six months of 1950 on sales of $9,957,025.

Discussing the company's general outlook, Backstrand stated that "the outlook for the months ahead indicates a large total volume of sales, with varying demand for individual commodities.

SHOE OUTPUT SEEN DOWN 21.4% IN AUGUST

Council Puts 8-Month Drop At 4.5%

Shoe production in Aug. totaled only 38,300,000 pairs or fully 21.4 percent below Aug. 1951 peak production of 48,770,000 pairs, according to a preliminary estimate released this week by the Tanners' Council.

The Council also estimated that July output fell to 29,300,000 pairs from the July 1950 total of 35,456,000 pairs despite substantially greater volume of military footwear this year. July estimates showed a decline in each category of footwear including men's shoes which were bolstered by military purchases.

Based on both July and Aug. estimates, seven months' production will total 275,534,000 pairs or 1.6 percent less than the comparable 1950 period while the eight months' figures will reach only 313,834,000 pairs or 4.5 percent below a year ago.

Unless retail sales pick up considerably in the remaining months of 1951, shoe output for the year will fall considerably below that of 1950. After making adjustments for military pairage ordered in the first eight months of this year, civilian shoe output shows a decline of nine percent below last year for the period. Most of the decline took place after April, the Council points out.

Readjustment in actual production of civilian shoes has been greater than that of retail shoe sales, the Council states. "Therefore, from the known facts of production and retail sales, at any rate, there could not have been any significant changes in aggregate shoe inventories since the beginning of the year."

Synthetic Price Hike Hit By Rubber Group

The Rubber Heel and Sole Institute this week urged the Reconstruction Finance Corp. and Office of Price Stabilization to cancel synthetic rubber price increases announced Aug. 27 by the RFC.

Dr. Robert A. Winters, executive director of the Institute, told Government officials that "impact of the price increase on the costs of producing rubber heels and soles will be severe." Winters added that the request for cancellation of the price increases was in the "interest of the Government's price stabilization program."

SHOE LAST MEN URGE FORMULA PRICING

Reject Dollars And Cents Ceilings

Members of the Shoe Last Manufacturers Industry Advisory Committee meeting for the second time with Office of Price Stabilization officials in Washington last week recommended that the industry be included under the proposed formula price regulation for turned, shaped and allied wood products.

Under the new formula, prices would be determined on a basis of costs up to a specified cut-off date, plus the highest dollars and cents margins existing in a specified pre-Korean base period.

The group recommended also that the cut-off date on costs be set no earlier than July 26, 1951, as provided in the Capehart Amendment. It urged that freight increases granted after that date be included in costs.

A base period of approximately nine months from Oct. 1, 1949 to June 24, 1950 was suggested for computing net margin.

The committee asked that last manufacturers be permitted to include ceiling prices of blocks in their allowable costs. This could be done, they added, by making the cut-off date on blocks purchased by last manufacturers 30 days after the effective date of the regulation.

The group pointed out to OPS officials that it would be disastrous for last manufacturers who buy rather than make their own blocks if they were not permitted to pass through cost of the blocks. Many last makers are dependent on purchased blocks, they said.

The group emphasized its belief that establishment of dollars and cents ceilings would prove highly impractical for the shoe last industry. They cited unsuccessful attempts made by OPA along these lines during World War II.

The meeting was conducted by Bernard H. Topkis, deputy chief, Miscellaneous Wood Products Section. Other OPS officials present were: Norman O. Cruver, chief, Lumber and Wood Products Section; Leonard Perez, chief, Miscellaneous Wood Products Section; Stanley M. Levy, counsel; H. M. Cleland, economist; J. J. Wenstrup, Office of Accounting, and Walter R. Moulton, Office of Advisory Committees. E. B. Maguire, Textile and Leather Branch of the End Products Division, NPA also attended.

Members of the Committee present were: Everett L. Burt, McNichol and Taylor Corp., Saugus, Mass.; G. A. Adams, Jr., United Last Co., Boston, Mass.; R. H. Schlueter, Vulcan Corporation, Cincinnati, O.; David Serling, Sterling Last Corporation, New York, N. Y.; Robert C. Rhoades, Woodard and Wright Last Co., East Bridgewater, Mass., and Thomas A. Proctor, Mississippi Valley Last Co., St. Louis, Mo.

A WHALE OF A STORY

Russia says it will soon be making shoes out of whale skin. No details of the process have been revealed yet, but the official information bulletin of the Soviet Embassy in Washington reports that a leather factory at Irkutsk is producing "a new kind of leather from whale skin."

The Soviet says that whale skins have been discarded in the past after the oil has been extracted, but that the Irkutsk plant has found a way to use the hides to make soles. A shipment of ten hides, each said to weigh about four tons, is now being processed. The bulletin says, "The Soviet people will be walking on whale before very long."

Whale skins are generally about four inches in thickness.

SHOE FAIR SET TO GO ON OCTOBER 28

Sunday Opening Boon To Many Retailers

Thousands of shoe retailers who find it difficult to leave their stores during the week will again be able to attend the National Shoe Fair in Chicago this fall without losing a single business day.

The Shoe Fair Committee announced this week that exhibiting firms will again have their lines ready for buyers' inspection on the Sunday preceding the show's opening date. This means that retailers will be able to leave their stores on a Saturday night, arrive in Chicago on Sunday morning, Oct. 28, place their orders, and return home ready for Monday morning business.

Although the Fair is officially scheduled for Oct. 29-Nov. 1—Monday through Thursday noon—most participating firms will be open for business at their sample rooms and booths on the day before the official opening.

The 18th National Shoe Fair again the major attraction of the annual shoe shows—will be held at the Palmer House, The Stevens, Morrison and Congress Hotels in Chicago's famed loop. A record number of shoe manufacturers, wholesalers and allied products firms is expected to be on hand to participate in the initial showing of 1952 spring and summer footwear.

STERLING GOES INTERNATIONAL



A distinguished group of visitors at the Allied Products Show held last week in New York pose before Sterling Last Corp.'s striking International Footwear Exhibit. Sterling utilized a relief map of the world surmounted by bags of United Nations members as background for its display of sample shoe style made over Sterling lasts from the U. S., Canada, and a score of foreign nations over the world. Bright red ribbons were stretched from the shoes to point of origin on the world map. Left to right, Ralph Laycock, Sterling Last Corp.; John Vidal Calzado, Vidal, Mexico; Alphonso Estrada Berg, Mexican Vice Consul; J. H. McIntyre, vice president, States Marine Corps, U. S. and Canadian representative, South African Marine Corps; D. A. H. Mertsch, General Consul, South Africa; R. Barrington Scott, Assistant Trade Commissioner of Australia, and Arthur Serling.

FOREIGN NEWS

Yugoslav Union Hit

Membership in Yugoslavian leather union has shrunk from 31,600 in 1949 to a total of 25,100 in 1951, according to the latest report of the Yugoslav Federation of Trade Unions. No reason was given for the 20 percent loss in membership. However, leather unions suffered the second largest union membership decrease in the two-year period, exceeded only by mining unions with a loss of 23 percent.

Fair Exchange

Irish whiskey, gin and shoes will be exchanged for Norwegian fish, fertilizer and paper under a recent trade agreement signed by Eire and Norway.

British Leathers Slow

Business on the British tanning and shoe manufacturing market is reported at a low ebb due to seasonal and international factors. For one thing, many shoe factories have yet to close for their two-weeks vacation and the annual Aug. bank holiday is in effect. Prices have held fairly firm.

About the brightest spot in the market has been acceptance of tenders to provide some one million pairs of half soles for the Army. Preholiday footwear sales have had little effect as yet.

Leather Curbs Sought

Officials of the Philippine Government have recommended that volume of leathers imported into the country be partially controlled in the future. The recommendation was made recently by Salvador Araneta, Administrator of Economic Coordination, to the Import Control Commission.

Reason for the recommendation is the recent flooding of the domestic market with imported leathers competing with home-made leathers. The trouble arose from the fact that high production costs made it impossible for Philippine tanners to produce leathers at a price low enough to compete with imported leathers. Consumption of domestic leathers has fallen to only 40 percent of market demand.

Shoe Pattern Group Elects Officers

John Barcheski of Bedford Pattern Co., Brooklyn, N. Y., was elected president of the National Shoe Pattern Manufacturers' Association at the group's annual meeting held Aug. 21 in the Waldorf-Astoria Hotel, New York City.

The Association met to elect officers for the 1951-52 season and discuss current industry trends, including the effect which Government controls is having upon the shoe pattern industry.

Other officers named were Joseph McGee, McGee-Kenyon, Inc., New York, vice president; Marion L. Preble, Fred L. Foster, Inc., Auburn, Me., treasurer; and George M. McCarthy, McCarthy & Gallagher, Inc., Haverhill, Mass., secretary.

Walter R. Guild is managing director of the Association and Richard S. Guild is associate director.

Directors include the above officers and Ernest J. Hertzog, Amity Pattern Co., St. Louis; Leroy J. Herron, Quality Pattern Co., Boston; Norman I. Blanchard, Frederick E. Blanchard Co., Columbus, O.; and William H. Hinson, Browne-Tilt, Inc., St. Louis.

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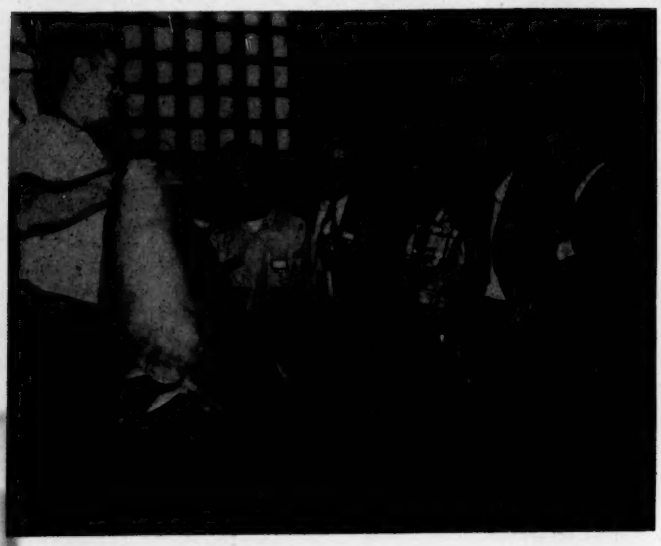
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RUEPING'S SPRING REVIEW



Looking over one of Rueping's spring leathers are these shoe and leather products executives who attended the annual spring preview and outing held recently at Fred Rueping Leather Co.'s recreation center and South Hills Club in Fond Du Lac, Wis. The company displayed its new leathers for spring 1952 and conducted guests on tours of the plant. Close to 100 shoe manufacturers and members of the allied trades from four Midwestern states were present at the event, which included luncheon and a golf tournament. Above, left to right, Charles Schwartz, high back shaver operator, shows Rueping leather to C. P. Wolf, Amity Leather Co.; Leonard Benedict, Amity; Ralph Allen and Bill Allen of Allen Edmonds Shoe Corp.; Ernie Lane, Marilyn Shoe Co.; and John Dickinson, A. H. Weinbrenner Co.

JUNE SHOE OUTPUT OFF 6% MEN'S GAIN; WOMEN'S DOWN

Production of footwear in June followed the by-now familiar post-Korean pattern with men's output showing an increase over June 1950 and women's shoes declining substantially from the same period.

SHOE PRODUCTION ANALYZED

Kind of footwear	Production (thousands of pairs) June 1951	May 1951	June 1950	Percent change January 1951 compared with— May 1951	June 1950
Shoes and slippers, total	36,669	37,392	39,070	— 2	— 6
Shoes, sandals, and playshoes	32,782	33,468	34,221	— 2	— 4
Men's	9,214	9,703	8,554	— 5	+ 8
Youths' and boys'	1,284	1,199	1,418	+ 7	— 9
Women's	15,380	15,453	16,756	—	— 8
Misses'	2,245	2,151	2,457	+ 4	— 9
Children's	2,044	2,053	2,175	—	— 6
Infants'	1,681	1,840	1,779	— 9	— 6
Babies'	934	1,069	1,082	—13	—14
Athletic	211	255	319	—17	—34
Slippers for housewear	3,412	3,391	4,242	+ 1	—20
Other footwear	264	278	288	— 5	— 8

Census Bureau figures for June 1951 set production of women's shoes for the month at 15,380,000 pairs about even with May 1951 output of 15,453,000 pairs but fully eight percent less than the 16,756,000 pairs turned out in June a year ago.

On the other hand, output of men's shoes amounted to 9,214,000 pairs in June 1951, five percent less than the 9,703,000 pairs produced in May 1951 but eight percent more than the 8,554,000 pairs reported for June 1950. Military shoe purchases were responsible for increased production in June 1951 over a year ago.

Output of all footwear in June 1951 totaled 36,669,000 pairs, two percent below the 37,392,000 pairs produced in the preceeding month but six percent below the 39,070,000 pairs reported in June 1950.

All other categories, including youths' and boys', misses', children's, infants', babies', athletic shoes and slippers for housewear showed appreciable declines ranging from six to 34 percent below June 1950 figures. Production of athletic shoes fell 34 percent below last year and 17 percent below May 1951.

Housewear slippers totaled 3,412,000 pairs in June 1951, one percent above May 1951 output of 3,391,000 pairs but fully 20 percent below the 4,242,000 pairs turned out in June 1950.

Shipments of all types in June totaled 36 million pairs valued at $151 million, an average value per pair shipped of $4.19. This compares with an average of $4.21 for May and $3.33 in June 1950. Following are comparative production figures:

New "Cold-Pro" Process For Bleaching Shellac

Acme Shellac Products Co., Newark, N. J., has announced development of a new cold process for bleaching shellac. Marketed under the trade mark "Cold-Pro," the new bleaching process is claimed to greatly improve color, toughness, body, cutting time, solubility and stability.

Basic theory of the process evolves around the fact that heat is harmful to the "life" of a bleached shellac. By maintaining the shellac as cold as possible throughout the bleaching process, better control of wax content, melting point, and acid content, the new product offers greater uniformity for industries using bleached or refined shellac in their formulation.

OPS HIKES CATTLE PRICE LIDS

Cites Increases In Freight Rates

The Office of Price Stabilization has announced increases in maximum ceiling prices which slaughterers may pay for live cattle. OPS said the changes were necessitated by increases in freight rates effective Aug. 28.

Ceiling Price Regulation 24 establishes zone differentials based upon carload freight rates on fresh meats from Denver, Colorado, for shipments west and from Omaha, Nebraska, for shipments east. Freight rate increases (6% in some freight territories; 9% in others) effective August 28, will therefore change zone differentials on that date more or less throughout the country, except in Zone 1 which is the central part of the country in which the two basing points are located.

The increase in zone differentials will result in increases in the maximum calculated prices which slaughterers may pay for live cattle. Increases will be small and new prices will apply to cattle slaughtered in that portion of each slaughterer's accounting period following the effective date of the freight rate increases. Previous prices apply to cattle slaughtered in the first portion of the same accounting period.

Slaughterers may use the price before this change for their entire accounting period or they may, if they wish, file separate Drove Compliance Reports for the cattle slaughtered in each portion of the accounting period for which the two different sets of prices apply.

The first report would be for cattle slaughtered up to and including August 27, and the second report would be for cattle slaughtered on August 28 and later. Both reports would be combined for determining the slaughterer's drove cost compliance for the full accounting period.

Auburn Firm Gets Walk-Over Women's Line

Women's Walk-Over welt shoes, formerly manufactured by Geo. E. Keith Co. at its Brockton factory, will be made under license by Marshall, Meadows & Stewart Co. of Auburn, N. Y., according to Jean R. Keith, vice president of the Keith Co.

The Auburn firm of which Weir Stewart, president of the National Shoe Manufacturers Association, is president, will also make women's Balance in Motion footwear for Keith and handle selling and servicing of accounts. Keith will continue to operate its Walk-Over stores and will manufacture men's Walk-Over and Highlander lines at its Middleboro, Mass., factory.

The Brockton plant was purchased last week by F. B. Washburn Co., a candy manufacturer. The women's Walk-Over process line, according to several trade reports, may be made under license by Johnson, Stephens & Shinkle Co. of St. Louis.

TRAVELERS TO MEET

The National Shoe Travelers Association will hold its annual convention Oct. 25-26 at the Morrison Hotel, Chicago, Norman N. Souther, secretary-treasurer, reports.

The schedule calls for a meeting of the board of directors at 10:30 a.m., Oct. 25, with the convention to open at 1:30 p.m. at the Embassy Room. Speakers at the Oct. 26 afternoon session include Marshall Mantler, managing director of the Bureau of Salesmen's National Associations; Earl Susman, general attorney of the group; and I. J. Harris.

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International To Make Canvas Top Shoes

International Shoe Co., world's largest shoe manufacturer, is readying a new crepe sole style shoe with canvas tops in popular colors for the men's and boys' casual-type shoe market, the company announced this week.

The shoe will mark International's entrance into the canvas top field "with a new and improved shoemaking process exceptionally sound from the standpoint of foot comfort and complete serviceability." The shoe will be made with regular steel shanks over specially designed lasts and will feature an outsole of 42 irons of "Cush-N-Crepe."

A similar line will be made with leather uppers in four or more basic colors, also featuring the "Cush-N-Crepe" sole and new sole construction.

The casuals are available for Dec. delivery and will be priced to retail at $6.95 for men's and $5.95 for boys' in canvas uppers, $8.95 and $7.95 in leather. The new shoes will be featured by Roberts, Johnson & Rand, Friedman-Shelby, Peters and Winthrop branches of International.

Mombasa Agent Visits U. S. Tanners

U. S. tanners interested in using Mombasa hides, goatskins and other rawstock can obtain much helpful information these days from Leo Beck, president of the Mombasa (Kenya) Chamber of Commerce.

Beck, who is also managing director of The Mombasa Hides & Skins Corp., Ltd., is presently making the rounds of the U. S. trade. He is primarily interested in raising imports to the U. S. of Monbasa hides, skins, sisal and coffee. Percentage of East African exports now reaching this country is only 10 per cent annually, he points out.

Beck feels that Mombasa hides and skins should find a large export market in the U. S. since prices are now competitive with world markets. During 1950, cattle and calfskin exports of British East Africa totaled 11 million pounds while goatskin exports reached 300,000 dozen.

The East African agent can be reached at the offices of Leo J. Hart, W. L. Montgomery & Co., 158 Summer St., Boston, or in New York at R. F. Goldsmith, 260 Fifth Ave.

MILITARY BIDS AND AWARDS

Women's White Shoes

September 13, 1951—QM-30-280-52-154, covering 14,304 pairs women's white low quarter shoes. Opening at 10:00 a.m. in New York, for the Army.

Shoe Repair Machines

September 27, 1951—QM-30-280-52-155, covering 92 shoe repairing machines. Opening in New York at 1:00 p.m., for the Army.

Award Service Shoes To McElwain, Hanover

J. F. McElwain Co., Nashua, N. H., and The Hanover Shoe Co., Inc., have been awarded contracts by the New York Quartermaster Procurement Agency on QM-30-280-52-65 covering a total of 35,892 pairs of service shoes with leather soles and rubber taps.

McElwain was awarded contract for 23,892 pairs at a total dollar value of $142,157.40 or $5.95 per pair. Hanover received the remaining 12,000 pairs at total $68,520.00 dollar value or $5.71 per pair.

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MORE SALES AT LOWER PRICES MARK LEATHER MARKET

Many Tanners Offer Bargain Prices Just To Keep Leather Moving

Activity in calf drops after Leather Show. Undercover selling well below lists keeps side and sole leathers moderately busy. Sheep steady. Kid slightly improved.

New York Markets

Upper Leather: New York area reports not much business done at the Leather Show or since. Tanners found a fair amount of business at the Show but from other sections of the country. However, traders here feel that things will get going following the Labor Day holiday.

They also report that if a real demand develops, there will be a big scramble for leather. An example was the following experience: A ladies bag manufacturer went to a tanner for 150,000 feet of leather and the tanner, a big one, could not supply him for the grade wanted.

Prices heard most in the trade for large spread Elk, chrome tanned, and 50c and down with some tanners listing 2 to 3c higher. However, there is leather available at 50c and down in many places. Aniline leather is quoted 54/52/50c but it is reported in reliable quarters that this price can be shaded.

Calfskins: While fair to good business was done at the show in both women's and men's weight calf, tanner representatives in the New York area report business slow. Many shoe factories either closed or working a very short week. Prices on women's weight suede carried $1.20 and down but this can be shaded. It is known that $1.10 and $1.00 has been done in suede with a nickel more for colors. Smooth is listed $1.10 and down but here reports of down to 70c have been heard with 90c and even 85c done on good grade smooth women's weight calf.

Sole Leather: Still very hard to quote sole leather as the business is very slow and no volume trading reported to accurately establish a market. For instance, in bends, there are reports of good average heavy weight bends selling at 70c but some tanners would not accept such a price and hold for 80c. Even lower than 70c has been heard but it is a question of the tannage and selection. Demand on the light end is narrow.

Bellies also hard to quote. There was a report that steer bellies sold down to 47c but others will not listen to anything under 50c. Cows also mixed but 43c to 45c seems to come somewhere near the probable price. Most buyers are very price conscious and shop around for bargains. Sometimes they are successful, but it is hardly right to call these prices a market until there is a volume business done.

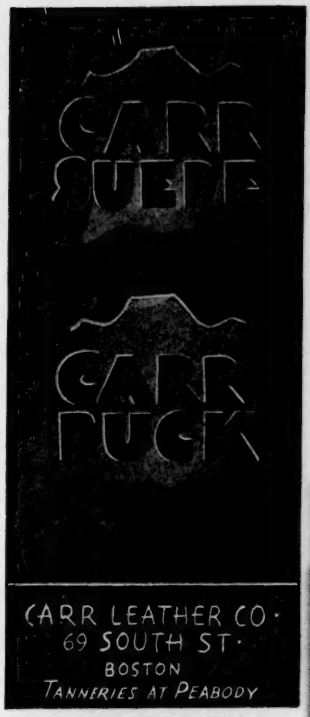
Double rough shoulders appear to be the most active of the sole leathers. A large tanner reports moving double rough shoulders, tannery run, at 93c. for all weights. Some business has been reported down to 90c on the heavy double roughs and up to 95c has been heard on lights. However, here too, the bulk of the demand is for the heavy end.

It is understood that the steer bellies that sold at 47c were 7-9 iron No. 1 steers and the buyer was a large men's manufacturer.

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Sole Droopy

Sole leather tanners in Boston report little leather moving despite tendency toward easier prices. Many tanners, especially those weighted down by fairly heavy stocks and needing to sell leathers, are willing to make good concessions to buyers. Even at lower prices, not too much interest noted. Still, there are some nibbles here and there and feeling is that sales will pick-up shortly along with shoe business.

Right now, heavy and medium bends find takers only at bargain prices. Tanners try to hold heavy leathers at 80c but buyers are interested only in 70c level. Most sales nearer 70c than 80c. Mediums find slow going near 90c, a little better near 80c. Here again, price is the factor. Even light bends find going sticky with many tanners satisfied to get medium 90's or even less.

Sole cutters almost at standstill with little demand, few sales to report. Cutters can only wait and hope.

Sole leather tanners of Philadelphia say business is just about the same as it has been for the past month. Very little interest in any type of leather offered by sole leather tanners. Prices still not available for quotation — for the most part, tanners claim they have no prices.

Sole Offal More Active

Consensus among Boston tanners and dealers is that more leather is moving this week but at much lower prices. Sales are mostly undercover at well below former lists, do nothing to set a price trend, but at least get some leather moving.

Tanners regard this as healthy sign even though they must sell at almost ridiculously low prices. As long as hide market continues to fall and shoe business remains slow, there is little they can do. However, there is more buying and once hide market settles, they expect to do more business without cutting own throats.

Reports on sales prices vary widely but steer bellies now sell under 50c with one good sale reported at 47c; another at 48c. Cow bellies now in low 40's, with sales reported up to 43c. Same holds true in single shoulders with lights with heads on bringing middle 70's. Double rough shoulders appear steadiest; heavy shoulders still around 90c. Some sales of heads and shanks but prices are nominal. Market extremely unsettled.

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Calf Unsettled

Calf leather tanners in Boston find sales somewhat down from Leather Show last week where calf business took sharp increase. Most are disappointed but still look for better sales in Sept., the traditionally active month for calf. Shoe manufacturers must start cutting smooth and suede calf soon for next spring and calf is traditionally the big spring leather.

Continued weakness in calf market has good deal to do with sales slowdown but manufacturers will need leather to start cutting. Most buyers are holding off until shoe sales get better. This will be sign for renewed activity throughout leather market.

Most encouraging sign to calf tanners is return of many shoe manufacturers who haven't even talked to them for a year or so. With calf again in a competitive position, these are coming back from side and kip leathers to which they turned when calf prices rose skyhigh.

Women's weight smooth leather and suede do best business by far. Suede still quoted around $1.20 and down but can be had for less. Smooth at $1.10 and down with emphasis on good leather priced at 80c and down. Men's weights slowest but recent drops in skins have attracted shoe manufacturers who now show more interest in heavyweight calf. Prices at $1.00 down with best interest at 80c and down.

Sheep Moderate

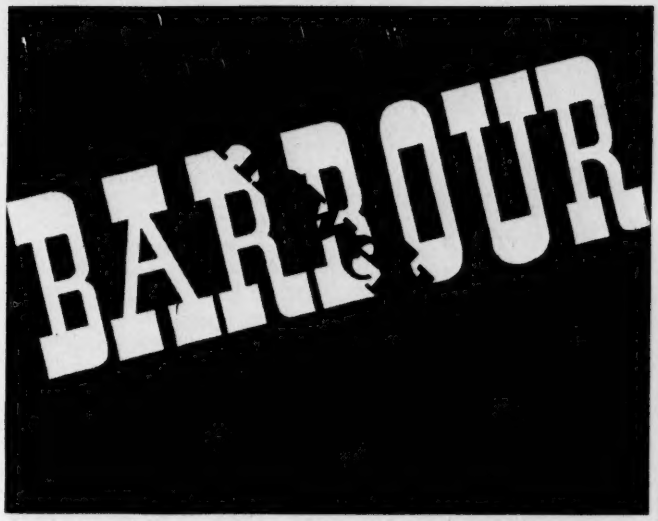
Sheep tanners with good inventory and financial position find the situation bearable. Though sales are far from active, there is business trickling in fairly steadily. Because sheep prices did not rise too high or fast during peak of inflationary period, tanners are able to hold prices fairly steady today. Concessions of 1-2c below ceiling made here and there but nothing more.

Tanners report both Army and Navy in market for heel pads. However, civilian demand far from exciting. Cowboy boot manufacturers bring best russet sales. There is some interest in novelty leathers also. Hat and garment leathers very slow.

Specialty russets at 33-34c. Boot linings still at 32c top with best sales at 26-30c. Shoe linings fair at 25-26c. Colors pegged around 26-27c with top at 32c. Chrome not too active at 34c and below.

Side Uncertain

Tanners who did fair business in side leathers at Leather Show last week now report sales have slowed again. Others willing to cut prices





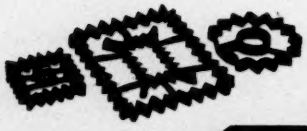


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to attract business find better activity. Here again, business cannot be regarded as healthy but bookings are better as some tanners move to liquidate or lighten inventories. Continued weakness on hide market keeps price uppermost in buyers' minds. For this reason, present time can only be regarded as period of adjustment. Experienced tanners feel all will be well once shoe sales show Sept. pickup.

Prices all over the lot. Difficult to peg any one selection with tanners making concessions wherever they have fair stocks. Emphasis is on leather priced in mid-60's and below. This applies particularly to combination kips where fair sales are made. Full grain kips around high 70's and down. Large spread, chrome tanned elk wanted around 50c.

Splits Easier

Continued weakness on hide market keeps splits unsettled. Buyers interested only for immediate need or when bargain prices can be had. Suedes steadiest but can still be had below recent levels. Heavy suedes now in low 40's, light suede splits below this. Gussets fairly active as are linings. Prices reduced here.

Glove Leathers Lethargic

Business still following the pattern of the past few months. There is a certain amount of "fill-in" business that adds up to very little by the end of the week. Ladies' gloves still the weak spot in the picture and since these should account for the bulk of the business, the outlook is dreary.

There is a little more call for pigskins although the demand is mostly for the lower grades. Prices start about $1.05 for the top grades. Seconds sell for 95c., thirds for 85c., fourths for 75c. From there down it is a question of barter.

Domestic and Iranian grains can still be moved from 28c. down. Better grades are hard to sell. Men's greys holding steady at 42c. Demand light.

Kid Bit Better

Kid leather tanners of Philadelphia found slight increase in business this past week. Whether it was a result of the Show, or because of a general improvement in business, fact remains that there have been the first stirrings for several weeks. As one tanner said, "it's nothing to get excited about," but it is an indication of better business to come.

In suede, black remained the best seller according to most tanners. Glazed sold in black, but there were samplings of various colors in de-

mand and some business may materialize in these colors. This is the first mention of colors by Philadelphia tanners in months. The Shades mentioned were some reds, and green. In both suede and glazed, the middle price range of leather was mostly in demand.

Slippers still slow; tanners say they cannot understand it since they expected slipper manufacturers to start up and to do some buying. However, it is just not in demand. Linings quite slow. Some sales, but not very much.

Satin mats reported as dead. Crushed seems to have become in demand. Those tanners who do business in crushed are finding that, after a very slow period, it has definitely picked up and sells in a variety of colors.

Average Prices

Suede 40c-95c
Glazed 40c-$1.25
Linings 30c-60c
Slipper 40c-75c
Satin mats 69c-$1.20
Crushed 45c-80c

Belting Leathers Static

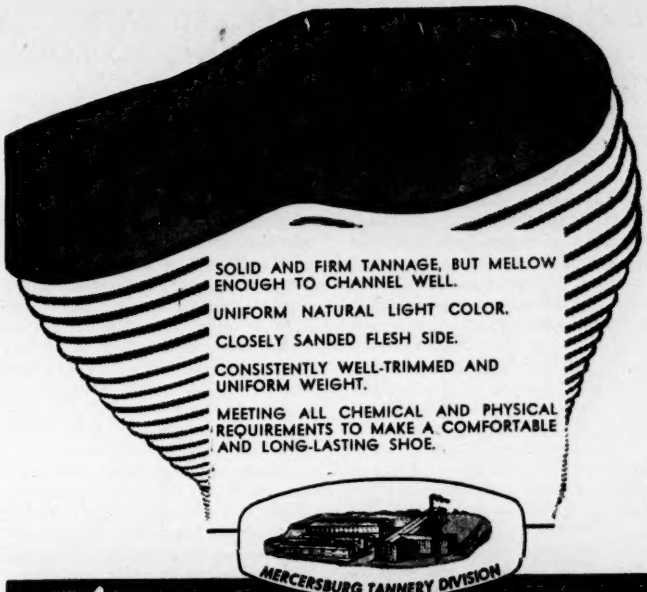
Philadelphia rough leather tanners say business has not picked up in any noticeable manner. The slight activity started last week in curried leathers has not yet affected rough leather tanners. Eventually, of course, if the general business picture brightens up, tanners will feel the effect, but the big question is when? Right now, demand is practically non-existent, and tanners claim that prices are also non-existent—insofar as making them public is concerned, anyway.

Curriers finding that pick-up in activity is still being felt. Actually, they say, business cannot be considered really active but volume has increased and all indications are that it will continue to get better. Many don't look for any big increase until the middle of September or October. They feel that this is so because they are at the supply end—that is, first retail business must pick up, then manufacturers and last those who supply the manufacturers (in this case, the curriers). Prices are as quoted for the past three weeks.

AVERAGE CURRIED BELTING PRICES CURRENT IN PHILADELPHIA

Curried Belting	Best Selec.	No. 2	No. 3
Butt Bends	1.56-1.60	1.51-1.56	1.46-1.50
Centers 12"	1.87-1.89	1.76-1.79	1.58-1.62
Centers 24"-28"	1.81-1.84	1.75-1.76	1.61-1.63
Centers 30"	1.75-1.81	1.70-1.73	1.60-1.63
Wide sides	1.46-1.52	1.42-1.48	1.35-1.42
Narrow sides	1.40-1.45	1.36-1.41	1.30-1.37

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HIDE MARKET STILL UNSETTLED WITH NEW ALLOCATIONS TO COME

New Drops In Some Big Packer Selections But Sales Mostly Undercover

Further declines in prices of several big packer hide selections reported again this week. Although the trend of prices has continued downward, there seems a little more interest at the latest established prices and in some instances has resulted in movement of several productions. A few undercover sales effected and not openly reported. Larger independent packers have been principal sellers of late; not much business confirmed by the "big four" packers.

Evidence of more interest in small packer hides, shown mainly by smaller tanners. Whether the demand is broad enough to stabilize prices remains to be seen but small packer hides in the average weight range of 50 to 60 lbs. and even up to 62 lbs. salable early this week on the steady basis of 30% below Table I ceilings. A few tanners indicated they were willing to reach to 25% below Table I ceilings for choicest productions.

Korean war developments have tended to influence some sellers who are inclined to stiffen in their ideas of value. Many small packers, for instance, recently soliciting business at 25-30% below ceilings but have either withdrawn their offerings or have raised their asking rates to only 20% below ceilings. Of course, despite Korea, it is a recognized fact that quite a few hides have sold during the recent period of declining prices and these sales helped to relieve smaller packers of holdings that were becoming burdensome.

So far as big packers are concerned, all but one have been selling hides and skins freely in recent weeks. One big packer has not offered hides or skins for some time and is said to be building inventories for LIFO purposes. The big packers still complain they are not getting their normal percentages of fed cattle being marketed due to difficulties complying with regulations on cattle and beef.

In some quarters, big packer killing operations are considered about 50% of normal. Having sold hides ahead into kill during recent weeks, there is not much available for immediate delivery in the big packer markets. Some buyers of big packer selections may find it difficult to obtain certain desired lots from picked points of production due to fact that packs are being made very slowly.

Recent volume business in calf and kip cleaned up big packer supplies pretty well. Buying credited to tanners who have been doing a little more business in calf and kip leathers although some sales of finished material made at comparatively low prices, including lower grades.

While big packer production and supplies of hides and skins may be regarded as below normal, there are still plenty of small packer and country types obtainable and tanners probably will take more of these descriptions whenever they find prices are advantageous.

Hides Spotty

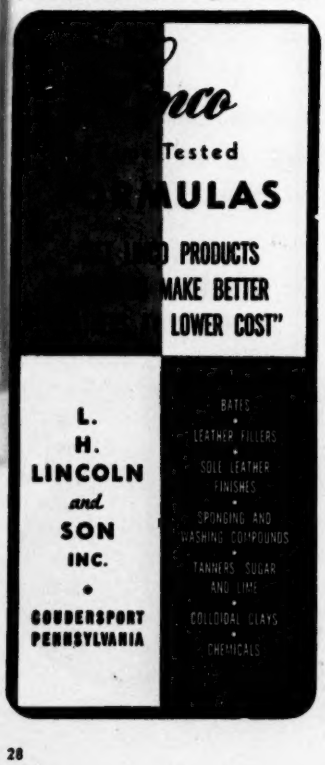
Big packer circuit, while not quiet, damped somewhat by interim period between allocations. Aug. permits finally ran out last Saturday, and Sept. permits will be effective Tuesday, Sept. 4. This means that any trading would have to be booking business against Sept. permits.

A little activity, in the form of about 6,000 each branded cows at 27½c and bulls at 19-19½c, and a few assorted cars of heavy native steers and heavy cows that were not complete confirmed the only activity that developed in booking. Some branded steers, specifically Colorados, were rumored to have sold at 23½c, but many traders doubted that this would have taken place because interest in branded steers was priced higher at this time.

The market, generally, looks fairly good, taking big packers individually. Kill is extremely light, so light in fact that one big packer was only killing 8 head an hour at Chicago at one time this week, and he is used to running well over a hundred head an hour, and can do close to 200 in good killing. Other Chicago packers running as low as 10% of normal kill. Slaughter elsewhere was from 50% of normal on some River points, to normal in the Southwest.

Small packer hides have shown a tendency to look a little better. Some sellers offering on a 20% basis, facing bids 30% under Table I, but no weakening by sellers despite refusal of tanners to go above 30%.

Country hides very quiet, nominally called 40% under Table I,



QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Light native steers	33½	33½	36½	26N
Heavy native steers	30	30	33	23½-24
Ex. light native steers	34	34	39	29
Light native cows	30 -31	30 -31	36 -37	25 -26½
Heavy native cows	28	31	34	25 -25½
Native bulls	24	24	24	15½-16¼
Heavy Texas steers	30	30	30	20
Light Texas steers	34½	34½	34½	24½
Ex. light Texas steers	37	37	37	27½N
Butt branded steers	25	25	30	20 -20½
Colorado steers	24½	24½	29½	19½
Branded cows	29	29	33	24 -24½
Branded bulls	19	19	23	14½-15¼
Packer calfskins	45 -47½	45 -47½	70 -80	62½-66
Packer kipskins	35 -40	35 -40	60	50

some tanners thinking of 45% under Table I but not actually bidding. Quite a few hides to be sold.

Skins Quiet

Markets quiet all around, with exception of some slight bidding on country calf at 20c, offerings not priced below 25c. Big packers very quiet since their trading earlier, not saying much about the market position, not offering, with no one looking for skins. Small packers have not been able to define the market.

Kip very quiet, called nominally steady at the 40c level for Northern-River kip, natives, brands 2½c less, overweights 35c for natives. Small packer and country kip nominal.

Horsehides Nominal

Horsehide market, despite some quotations of value, purely nominal with no one able to quote a real level for trading. Some talk of $9 trimmed, $9 untrimmed, $10 untrimmed. No interest noted other than a very scattered car here and there. Complete lack of garment tanner interest in front leather. Butts very slow, tanners putting the pressure on the market because they realize some people are anxious to unload butts for which they have little demand.

Sheep Pelts Same

Shearlings figured at $3.00 for No. 1's in the big packer market, and at $2.00 for No. 2's, $1.50 for No. 3's, although some sellers are asking 25 to 50c higher, particularly on the No. 1's. Small packer shearlings quoted about 50c less all along the line. Production of shearlings small, but demand is smaller.

Mouton tanners have dropped away from the market for a while. Spring lambs quiet, called $3.25 per cwt. liveweight basis at best, and this on the best quality lambs. Some call the market tops at $3.00 per cwt. Pickled skins quotable around $15 to $16 per dozen, depending upon quality and offering.

Dry Sheepskins

Trading still restricted as most buyers are on the sidelines waiting for improvement in leather and glove sales. Primary markets, however, have shown no signs of weakness and as shippers are able to realize their ideas in Europe, they make relatively few offers here.

Wool sheepskins firm at origin and reports from South American markets say sellers will not trade at prices named by buyers here. Reports from Australia that at the Melbourne sales, 14,800 skins were offered and at Sydney, 32,000 skins, with prices generally two to six pence lower.

Due to lack of offerings, difficult to quote Papra or Peruvian slats. According to shippers, they have been moving skins to Europe and usually at prices above the ideas expressed by buyers here.

No change in the shearling market. As most buyers are showing but little interest, not many offers have been received. Primary markets said to be rather firm and shippers waiting for a change in conditions here.

Hair sheep markets are also firm and while some shippers are offering Brazil cabrettas at $12.75 c&f. for regulars and refusing bids of $12, others have much higher ideas. It has been rather difficult of late to manipulate exchange, which had been a factor in previous offerings.

Cape glovers firm with shippers asking 145 shillings basis prime Westerns with the usual differentials. No recent offerings of Nigerians but market is easier. However, Mombasa market is firmer and shippers state that it is advancing. About 24,000 shade dried Mombasas, 40/40/20 assortment and 130-135-lbs. sold for shipment at $7.25 a dozen. No late offerings of dry salted Sudans or Mocha blackheads.

Reptiles Selective

Market still rather quiet but some small sales made which would indicate that there are buyers for certain lines and at a price.

Small lots of Madras bark tanned whips, 4 inches up, averaging 4½ inches, 70/30 selection, sold at 62c and skins averaging 4¾ inches went at 70c. Further small offers with shippers asking 65c and 70c, respectively. Some cobras, 4 inches up, averaging 4¾ inches, 70/30 selection, sold at 45c while nominal market for skins averaging 4½ inches, 42c.

Good demand for Calcutta alum tanned water snakes averaging 3½ and 4 inches but shippers not making such offers. Sellers now ask 12c for skins averaging 3¼ inches and 8c for 3 inch skins, 60/40 selection.

Siam market continues slow with little interest evident. Offerings of diamond pythons at $1.50 and molorus at $1.25 for 20/30 centimeters, averaging 22/23 centimeters and 80/20 selection. No interest in spot lots of Argentine lizards even though sellers have reduced their ideas from recent top levels.

A little business in spot Brazil back cut tejus, 20/60/20 assortment at 68c while for shipment sellers ask 63c for fob. for 20/45/30 selection. Giboias said to be selling at 80c fob.

Deerskins Spotty

Selling quarters state they can only interest buyers who still have to com-

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Sheets—For insoles and fillers
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Special Molded pads to your specification

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plete government contracts. Otherwise, buyers are showing very little interest. Shippers have firmed up somewhat in their ideas at origin and are asking 77c fob., basis importers, for Brazil 'jacks'. Last confirmed sales figured 84c ex-dock and 73c fob., basis importers, and buyers ideas now are around 70c fob., basis importers, which shippers have been refusing.

Some Siam deerskins sold for shipment, figuring 57½c ex-dock. New Zealands said to be too high for this market and it was reported that Canada paid up to 149 pence for recent tenders.

Pigskins Same

No particular change in Fulton County. Buyers are generally out of the market not even returning bids. In view of this condition, prices are nominal. While spot lots of Para peccaries are offered at rather low levels, advices from origin state shippers still have ideas of $2.25 f.o.b. for greys, basis importers.

Reports from Manaos that due to some business to France at $2.80-2.85 fob. for greys, shippers have firmed up in their ideas and are holding to their views. Chaco carpinchos also firmer and shippers have advanced their asking prices.

Leather And Shoe Courses Open In New York

City College School of Business in New York has announced it will open on Sept. 18 two short evening courses for leather men and retail shoe salesmen. Courses may be taken separately or as a unit.

"Leather and Leather Accessories" is designed mainly for leather men and all persons in related fields from raw material to finished product. It will deal with main phases of the industry, with emphasis on sales.

"Shoe Fitting and Selling" is designed for retail shoe salesmen and supervisors. It aims at developing ability in shoe fitting for salesmen who want to develop wider customer followings.

Both courses will be given on Tuesday evenings at the School of Business, 17 Lexington Ave., New York 10. Enrollment must be completed by Sept. 12.

• The magazine **Mechanix Illustrated** has awarded a $50 prize to "Gemflex," a light-weight men's overshoe produced by **Gem Rubber Corp.** of New York. The award was made as a monthly feature of the magazine called "gadget of the Month."

• Further details on sale and reorganization of **Newcomb-Anderson Shoe Co.,** Rochester manufacturer of infants' soft-sole shoes, have been announced by Nathan Relin, attorney. **Embee Footwear Corp.,** Northport, L. I., whose officers purchased the Newcomb-Anderson Co., will be moved to the latter's plant in Rochester along with key employes. Both firms will continue to operate under present names with Embee continuing to make infants' stitchdown and prewelt shoes. New officers of the Newcomb-Anderson Co. are **Dr. Michael Bianchi,** well-known children's shoe designer, now president of both firms; **Nathan Relin** and **Frances Bianchi,** vice presidents; **Jonas P. Relin,** treasurer.

• **Brown Co.,** manufacturer of shoe innersoles in Berlin, and its subsidiary, the Brown Corp. in LaTuque, P. Q., Canada, have reported earnings of $4,318,000 after taxes for the first half 1951. Directors declared a quarterly dividend of $1.25 per share on first preference stock and 75 cents per share on second preference stock.

• **H. E. Humphreys, Jr.,** president of U. S. Rubber Co., has been elected chairman of the board of directors. He will also continue as president.

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HEMLOCK • OAK • MANGROVE
STAINLESS SUMAC • ORDINARY SUMAC
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LEATHER YESTERDAY, TODAY ALWAYS

AMERICAN EXTRACT CO.

Manufacturers of the Largest Variety of Vegetable Tanning Extracts

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CHICAGO 6, ILL.

News Quicks

About people and happenings coast to coast

Pennsylvania

• Partnership of **Hercules Shoe Mfg. Co.,** Philadelphia footwear manufacturer, has been reported as dissolved and succeeded by Mastercraft Shoe Corp. at the same address. The new firm will make children's and boys' shoes.

• Judgment in the amount of $5,000 has been entered against **C-G Mfg. Corp.,** 618 Cherry St., Philadelphia maker of women's shoes.

New Jersey

• **M. G. Benedict** has been appointed sales representative for **Concord Chemical Co.,** Morestown. Benedict has been identified with the distribution of wax and petrolatum products in the Midwest for many years. He will cover Illinois, Indiana and Wisconsin. Among the Concord products he will handle is the new Concord Wax No. 407, a Carnauba replacement said to be unique in the industry and now available at less than 50 cents per pound.

• **Carrie Carter, Ltd.,** Union City footwear manufacturer located at 720 12th St., is reported in the process of liquidation.

Illinois

• Sale of assets of **Permatized Shoe Co.,** Chicago mail order shoe firm, is reported to have realized $9,100. William Starr was owner.

North Carolina

• **Temple Shoe Co.,** Charlotte shoe wholesaler, has opened for business at its new offices and warehouse at 1317-19 South Tryon St. The new building embraces 10,000 sq. ft. of floor space and cost approximately $75,000. The company does a large business throughout the South, handling women's and children's shoes.

Texas

• **Graham-Brown Shoe Co.,** Dallas wholesaler, recently celebrated its 40th birthday with a picnic for employes. The firm services retailers in the South and Southwest.

Ohio

• **Ivan L. Case** has been appointed assistant sales manager of **Prima Footwear, Inc.,** Columbus women's footwear manufacturer. Case was formerly with G. Edwin Smith Shoe Co. and has had 25 years of experience in the industry. The company expects to make more than one million pairs of shoes this year, a new record.

Rhode Island

• **James Brown, Jr.,** has been appointed secretary and assistant treasurer of **Glencairn Mfg. Co.,** Pawtucket shoe lace maker. He succeeds his father, the late James Brown, who died several months ago.

Missouri

• **Brown Shoe Co.** has closed its factory at Vincennes indefinitely. In a published statement by M. E. Shoemaker, director of manufacturing, the firm blamed high cost of producing footwear in Vincennes and the Government's reduced requirements for the closing.

Pennsylvania

• **Arch Master Shoe and Machinery Corp.,** Philadelphia maker of arch supports and shoe retailer, is removing

Artisan Controlled LEATHERS

WATERPROOF *Upper Leathers*

The quality of leather is determined by the skill of the artisan who controls the production. Since the turn of the century, Manasse-Block has built a force of artisan workmen who produce leathers of uniform quality.

GRIZZLY WATERPROOF SIDES
(Full Grain)

BADGER WATERPROOF SIDES
(Corrected Grain)

Two superior "Artisan Controlled" Upper Leathers for Logger's, Engineer's, and Hunter's Boots, and Work Shoes. Use them with confidence for uniform high quality; they will satisfy your requirements.

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The "*natural*" lining for Shoes

"*Nu Calf*"
Natural Sheepskins
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"SINCE 1905"
Main Office and Tannery: Westboro, Mass.
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WALTER SCHAFSTALL, CINCINNATI
JOSEPH S. SALOMON & CO., N. Y.
GEO. H. CURTIS CO., ST. LOUIS
FRED SCHENKENBERG CO.
DALLAS

offices from 1026 Chestnut St. to 113 South 13th St., where a custom made factory is now being set up.

• **Lucien Buck,** sales engineer for **Proctor & Schwartz, Inc.,** Philadelphia, specializing in the sale of drying equipment for the leather industry, recently returned to Philadelphia following a 8,000 mile sales trip through the U. S. and Canada. Buck covered tanneries in both countries over a three-week period.

Massachusetts

• **Richard N. Sears** has been elected to the newly-created position of executive vice president of **Bates Shoe Co.,** Webster. He has been vice president in charge of production, having been associated with the firm since 1934 in various administrative positions.

• **Ornsteen Shoe Co., Inc.,** Haverhill, expects to increase production of women's novelty shoes from 60 to 75 cases daily within next few weeks.

• **Joseph C. Goyette,** manager-treasurer of United Shoe Workers of America, CIO, in Haverhill, sailed for Paris Aug. 22 on the Queen Mary. He will act as special representative in Europe for the Economic Cooperation Administration. Goyette's assignment covers production and labor-management relations in the shoe industry in France and other Marshall Plan countries where he will visit shoe factories and study methods for increasing production.

• **Joseph Shoes, Inc.,** has been organized to manufacture and sell shoes at 179 Lincoln St., Boston. Joseph S. Snyder is president-treasurer.

• **Arnold Shoe Products, Inc.,** will manufacture footwear supplies at 144 High St., Boston, according to papers filed recently with the Massachusetts Department of Corporations. Israel I. Arnold is president-treasurer. The company is authorized to issue 100 shares of common stock without par value.

• **Willow Shoe Co., Inc.,** has been organized to manufacture footwear at 1 Box Place, Lynn. The firm will also deal in leather, leather products and shoe supplies. Samuel Shir is president-treasurer.

• **The Spencer Corp.** of Boston will manufacture and sell footwear and leather products. William J. Miller is president and Myron C. White is treasurer.

• **Damascus Tanning Co.** of Portland, Me., has received approval from the Massachusetts Department of Corporations to do business in the State. The firm manufactures and deals in hides and skins, leather, tanning materials, and leather products. It was originally incorporated in Maine in 1916 at the Elkland Tanning Co. and changed its name to Damascus Tanning Co. last June. Eben H. Ellison, Jr., is president and William C. Ross is treasurer.

• **Robert Lunder** and **Maurice G. Simons,** president and treasurer of **Premier Shoe Goods Co.,** Lynn, were recently given suspended sentences of a year and a day and fined $2500 each by Judge William T. McCarthy in Federal Court after pleading guilty to charges of wilful evasion of Federal income taxes amounting to $384,419.40 during World War II. Defendants admitted being involved in black market operations during the war.

• **Artgold Leather Goods Mfg. Co.,** Boston luggage manufacturer, has filed answer denying conversion of property worth $26,295.



FIRST QUALITY

Many manufacturers who carefully guard their built-up prestige insure the superior quality of their products by using THIELE LEATHERS, because they have entire confidence in Thiele's set policy of uniformly-high standard quality through every phase of Tanning.

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FULL CHROME TANNED
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Little Feet can be Hard on Shoes



Celastic* Box Toes Last Longer — Lend More Comfort

Nearest things to perpetual motion are youngsters' feet. Nearest to perpetual wear and comfort in the toe area are Celastic Box Toes.

Durable construction plus flexibility and comfort for active, growing toes are convincing features in selling the juvenile market. Included among the users of Celastic are many manufacturers of children's shoes. They know that customer loyalty pays off — that a large measure of brand preference can result from the *absence of wrinkled or loose toe linings!* Put this solution-softened box toe to work in your shoes where it can fuse lining, box toe and double into a strong, 3-ply unit with flexibility at the tip line. These are the characteristics that build sales and *repeat* sales.

Like other children, Miss Patricia Ann Argento, age 7, of 475 Riverdale Ave., Brooklyn, N. Y., is an active youngster. After 14 months, the toe linings of her shoes with Celastic Box Toes remain tight, unwrinkled, comfortable. (Note cut-a-way of toe area in photo.)

IT'S ALWAYS MATCHED PAIRS WITH Celastic* BOX TOES

UNITED SHOE MACHINERY CORPORATION · BOSTON, MASS.

*"CELASTIC" is a registered trademark of the Celastic Corporation

New York

• **E. D. Powers,** vice president in charge of production at **American Cyanamid Co.,** New York, has been elected to the board of directors, according to Raymond C. Gaugler, the company's president. He succeeds **H. P. Eastman,** who retired Aug. 31. **A. J. Campbell,** general manager of the Industrial Chemicals Division, and **Howard Huston,** formerly assistant to the president, were elected vice presidents. **L. C. Duncan** was named assistant to the president.

• **Walter M. Ralph,** director of research and development for the past 22 years, has been made assistant to the president, **National Aniline Division, Allied Chemical & Dye Corp.,** New York. He has been active in the development of new dyes, organic chemicals and synthetic detergents since joining National Aniline immediately after its formation in 1917. He is succeeded in his present duties by Dr. Wesley Minnis, formerly assistant plant manager in charge of research and development at the Buffalo, N. Y., plant.

• **Borden Co.'s** Chemical Division has developed a new low-cost resorcinol-phenol adhesive which meets military specification MIL-A-379A. The new adhesive is called Casophen LT-68 and is an improved modification of Casophen LT-67, the first boilproof glue developed for commercial use that could be cured at intermediate temperatures. The new LT-68 can be stored for a full year without losing any working properties or quality of the bond. It will enable manufacturers of defense materials to stretch hard-to-get resorcinol supplies since the glue contains less than 20 percent of this ingredient.

• **Alexander E. Levine** is principal of the newly-organized Brooklyn shoe manufacturing firm called **Phil-Jack, Inc.**

• **Julius Greenberg & Sons,** Haverhill, Mass., jobber of coated fabrics, has opened a New York office and warehouse at 25 Spruce St.

• The **Plastic Coatings and Film Association** of New York has made public a survey which indicates that the use of plastic materials in luggage and leather goods during 1951 will show an increase of more than 25 percent over 1950 usage.

• **Howes Leather Co., Inc.,** Boston tanner, has appointed **Morris Moskowitz & Son,** New York City, exclusive distributor of Howes products in the area.

• **Frank Faleck & Son Co.** has been organized to manufacture women's footwear at 5 West 31st St., New York City.

• Assets of two New York shoe manufacturers, **Selmar Shoe Co.** of 25 Spruce St., and **Varsity Footwear, Inc.,** 162 Duane St., have been sold at auction.

• **Dorian Handbags** of New York has filed statement claiming that suit filed against the firm to recover $1,361 is a disputed matter and should not reflect on the credit standing of the firm.

• **Heyden Chemical Corp.** has leased the entire 16th floor in the Canadian Pacific Building at 342 Madison Ave., New York City. The firm will use the new space for executive offices now located at 393 Seventh Ave., and also as sales offices of its subsidiary, the American Plastics Corp., and the Heyden Medical Department.

McADOO & ALLEN WELTING CO.

QUAKERTOWN, BUCKS COUNTY, PENNSYLVANIA

WELTING of all kinds

Curried & Finished Vegetable Tanned SHOULDERS — BACKS — BENDS

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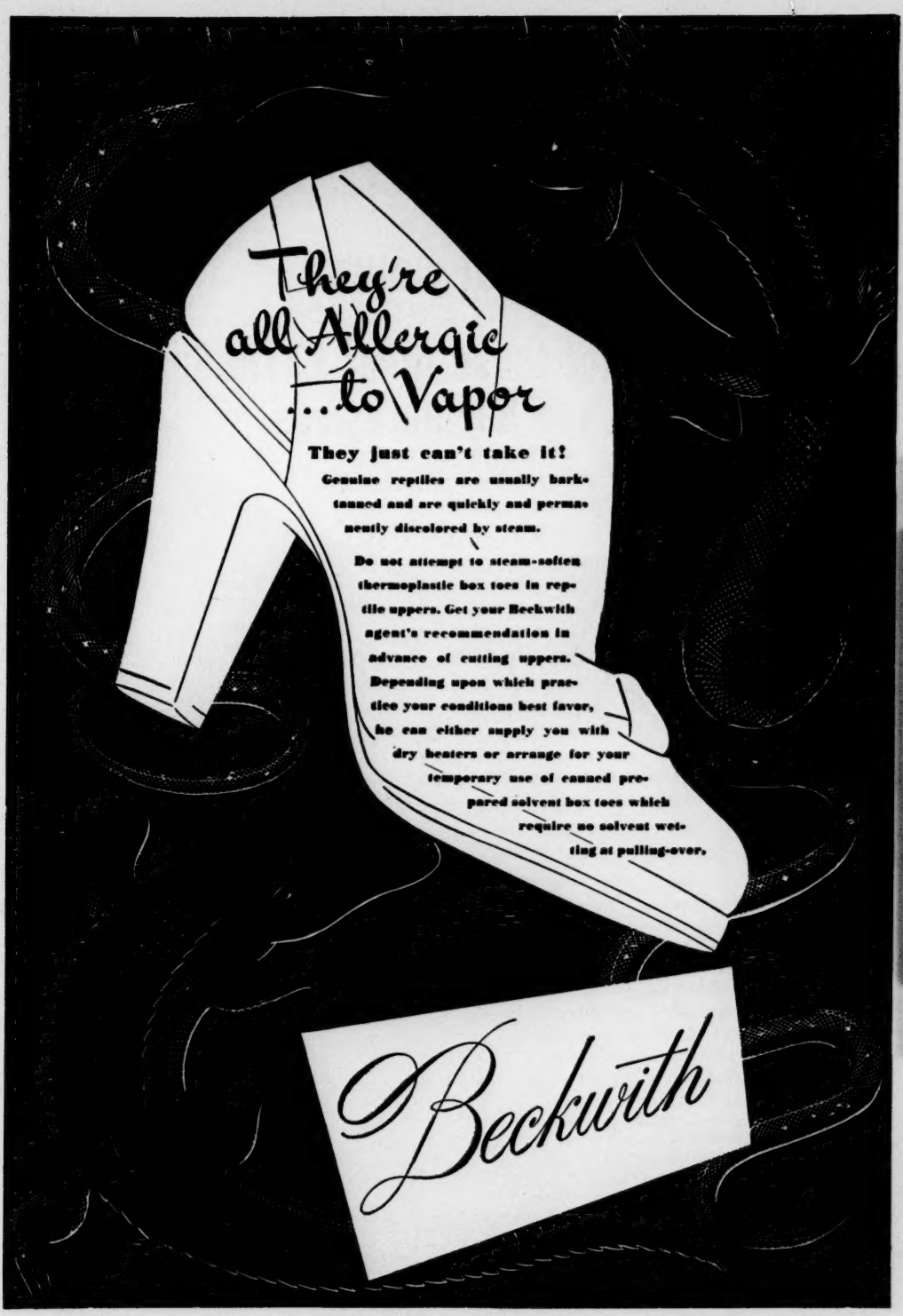
For dress wear our Normil is considered outstanding. A smooth, sleek leather of full chrome tannage, it has a calf-like finish and rich appearance. Made in both black and colors.

QUALITY LEATHERS

TANNERIES IN MILWAUKEE AND CHICAGO

J. GREENEBAUM TANNING COMPANY ★

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They're all Allergic ...to Vapor
They just can't take it!
Genuine reptiles are usually bark-tanned and are quickly and permanently discolored by steam.
Do not attempt to steam-soften thermoplastic box toes in reptile uppers. Get your Beckwith agent's recommendation in advance of cutting uppers. Depending upon which practice your conditions best favor, he can either supply you with dry heaters or arrange for your temporary use of canned prepared solvent box toes which require no solvent wetting at pulling-over.
Beckwith



Quality, of course —

but consider these other EXTRAS when you buy abrasives

We've discovered in the abrasive purchasing of many shoe manufacturers that there are opportunities to:

Consolidate and simplify requirements
Buy in more economical quantities
Carry less inventory
Get faster deliveries

These are the extras you get when you buy abrasives made by CARBORUNDUM *and serviced by* UNITED.

We suggest Carborundum's abrasives because the United representative who sells them knows the requirements of each abrasive operation — can be of help with any abrasive problem.

Our close association with these products and the men who produce them has proved to us that the Carborundum Company stands for the best in abrasives.

Because United maintains large stocks of ready-to-ship abrasives expressly earmarked for the shoe trades, you can draw immediately on a complete range of standard items.

United would like to tell you about "*planned purchasing*" . . . how abrasive economies and efficiencies may be applied. Some of these may benefit you. Why not find out? Call your United branch office.



UNITED SHOE MACHINERY CORPORATION

BOSTON, MASSACHUSETTS

GLOVE LEATHER

(Continued from Page 9)

In the bating of glove leather, a mixture of proteolytic enzymes with suitable amounts of ammonium chloride or ammonium sulfate added, is carefully standardized to insure uniform, even bating without damage by undesired bacterial action—an important consideration in the delicate operation of tanning glove leather. The action of the bate is twofold: it aids in the removal of the lime from the skin, and it digests, by its enzyme action, undesirable proteins in the hide structure which have not been removed by the liming.

When the pre-tanning operations are completed, the skins are ready for the tan itself. Through the years, three different tanning methods have been widely used in making glove leather. These employ respectively chrome, oil, and alum. By far the biggest volume of all leather manufactured in the United States for gloves is chrome tanned. Oil tanning is the traditional process for buckskin and chamois, but little of this type of glove leather is made today. Alum tanning is limited almost entirely to the making of mocha leather.

Chrome Tanning

In chrome tanning, the skins are churned in a drum containing salts of chromium and some other materials. The drumming is continued until the bluish-green color, characteristic of chrome leather, is visible all the way through the skin—generally a matter of several hours' time.

Mordanting follows the tannning operation. This is a special process which prepares the leather for dyeing, putting it in condition so that the acid dyes will not go on too quickly or unevenly. Vegetable tan materials such as sumac and gambier are frequently used as mordants but they tend to raise the grain of the leather, making it harsh and raspy.

After mordanting and coloring, the leather is ready for fat-liquoring. This is a form of internal lubrication in which an oil emulsion is worked into the tanned skin. Surface active agents are widely used in the compounding of fat-liquors because of their ability to form long-standing emulsions with the oils, keeping them well dispersed until they penetrate the leather.

Fat-liquor, however, is not added to glove leather in sufficient quantity to prevent it from being a little crusty when it dries. Too much oil is as bad as too little; the excess oil gives gloves an unpleasant greasy feel, and causes them to bag and lose shape.

Knee Staking

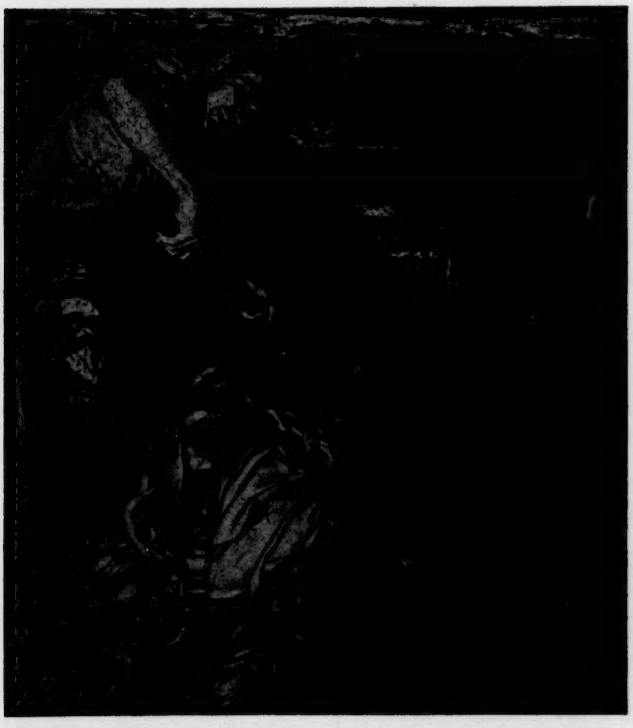
The crustiness is overcome by working the leather to loosen the fibers and soften them. For centuries this has been done in glove-leather tanneries by knee-staking—an operation in which a workman uses his bare knee to knead the leather as it is pulled over the dull edge of a blade set in the top of a short post. Only recently have machines been developed which duplicate the results obtained by the knee-staker sufficiently well to be accepted in glove-leather tanneries.

Oil Tanning

The oil tanning process is of interest because of its antiquity and uniqueness. It is one of the earliest known methods of tanning. The process depends for its tanning action upon the formation of oxidation products of fish oils. The oil is kneaded into the skin by drumming or by use of a device known as a fulling stock. After several hours the skins are removed and piled. Oxidation of the oil generates heat which in turn promotes more rapid oxidation and more heat, so the process must be carefully controlled. At the proper time, the skins are removed from the pile and hung in the air to allow gradual cooling. The cycle of heating and cooling with further addition when necessary may be repeated if needed to convert the raw skin to leather throughout.

The most interesting feature in the making of alum-tanned mocha leather is the friezing operation.

The purpose of friezing is to remove the grain of the skin without cutting into the skin itself. It is strictly a hand operation. Before they are ready for the friezing knife, the mocha skins are given an unusually long liming which thoroughly swells and plumps the skin. Then the skins are stretched out, grain up, on beams of the same sort used in hand-fleshing. A sharp, curved knife is used and the grain comes off in long, thin strips.



Pulling a pack of skins from a drum in a glove leather tannery. Because of the special properties glove leather must have, extreme skill is required in tanning.

After friezing, the skins may be given a short bate to open them for the action of the tan, and then placed in tanning drums. The alum tannage is made up with egg yolk, flour, salt, alum and water. It is drummed into the skins for several hours, during which time the alum reacts chemically with the fibers, changing them into leather.

Chrome Re-tan

A final step which is almost standard practice in American tanneries is the re-tanning of alum-tanned mochas with chrome to make the leather washable. Straight alum tan washes out readily, so gloves that have not had the chrome re-tan cannot be washed.

Obviously, numerous steps are omitted in this account of the tanning of glove leather and there are naturally many variations, from tannery to tannery, in the processes that have been described. It is not unusual for six months or more to elapse from the time the raw skins arrive in Gloversville until they are converted to leather and ready for the cutting tables of the glove shops. But each day makes its contribution to the final quality of the leather which will eventually be made into gloves.

No Quality Control

The tanner has no control over the quality of the raw stock that may be shipped to him from Cape Town or Mocha or Rio de Janeiro. Every skin is different. As a result, the finished leather, from skin to skin—even from side to side of the same skin—cannot be uniform. Yet the glover is expected, from this non-uniform product, to turn out perfectly matched pairs of gloves—pairs that not only look alike when new, but which will wear alike in service.

The glove-maker—using magic of his own, but aided by the tanner's triumph in the manufacture of the leather—reaches this seemingly impossible goal. But that's another story.



Knee-staking, an ancient operation in the making of glove leather which is still used in some tanneries. The purpose is to soften the leather and loosen the fibers.

On and after September 1, 1951

JOSEPH J. ISAACSON

Will be doing business as usual on his own account known as

ISSAACSON HIDE & SKIN CORP.

Maintaining the same officers, location, and phone as previously held. We are fully prepared to serve our many customers with brokerage and expert receiving services on hides and skins from reliable shippers throughout United States and Canada.

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...for quick turnover of odd lots of leather and materials.
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LEATHER & SHOES

The International Shoe and Leather Weekly

300 W. Adams St., Chicago 6, Ill.

BRITAIN'S SHOE RESEARCH

(Continued from Page 11)

The brief outline just given shows how shoe science and the Research Association's program are broadly based on a policy of service to the community—undoubtedly a sound principle for any industry's research programme and in the long run the surest foundation for an industry's prosperity.

Examples

The Association's laboratories at Satra House provide accommodation for all the various types of work in the program: mathematics and statistics, last modelling, shoe making, shoe fitting, orthopædics, biophysics, physics and chemistry, methods and production engineering. In the staff are brought together the many various talents and scientific accomplishments necessary to bring all the best techniques into the several parts of the program.

Three typical examples will illustrate: a team goes out into the field to survey feet; it is composed of the leader who is bringing to bear new ideas in electronic technique for the testing of shoe fitting, an individual experienced in foot measurement, a last modeller and a physotherapist. The results collected in the survey are investigated in the laboratories by mathematical statisticians, then last modeller and a physiotherapist. the statistical results, ranges of shoes made and then taken out into the field in a statistical fitting trial.

A second illustration is afforded by a wear trial of shoe components. Physicists and chemists have collected the appropriate laboratory information about the materials to be tested, which are then built into shoes and put out for systematic wear trials in accordance with a proper



ONCE—THEN ALWAYS

Transmission, Bridle, Strap
Hydraulic Leathers
Oak, Chrome, Combination Tan

HANS REES' & SONS

39 Frankfort St. New York 38, N. Y.
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SUPEREES-*the superlative leather!*

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TANNERS OF
Splits
FOR EVERY PURPOSE
Side Leather
MEN'S AND WOMEN'S
IN THE POPULAR PRICED RANGE
PEABODY MASS. U.S.A.



Eagle — CORRECTED GRAIN ELK SIDES
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Haven Sides — CHROME
Sportster Sides — COMBINATION
Wolverine Prints — CORRECTED GRAIN
Flexible Splits

SALES OFFICES IN PRINCIPAL CITIES

EAGLE-OTTAWA LEATHER COMPANY, GRAND HAVEN, MICH.



INNERSOLES
PLATFORMS
WEDGIES

LYNN INNERSOLE CO., ALLSTON, MASS.

plan designed by the statisticians for the necessary cross-linkages and tests of significance. This type of work is essential to the development of laboratory quality-appraisement methods.

A third illustration may be taken from the productivity investigations; a team going into a shoe factory for this work is composed of a shoe factory technician who acts as leader, a production methods engineer, junior observers, and often a statistician-economist.

As a final word it may be said that in addition to the work at Satra House the Association finances a fellowship at University College, London, where a research fellow possessing medical qualifications works full time on problems of the foot, and the influence of shoes on its structure and function.

Wanted and For Sale

Machinery For Sale

1—Prime, rotary type toggling unit, 52 frames, 5½' x 11½'—complete with floor mounted heating units, fans, ducts, temperature and humidity controls, and motors. Unit as good as new. Toggles also available. Write Box Z-1, Leather and Shoes, 300 West Adams Street, Chicago, Illinois.

For Sale

Leather Glove Factory on Pacific Coast
Old Establishment
Work, Ropers & Driving Gloves
Experienced Crew and Good men on the road
Modern Equipment, Over $100,000 sales yearly.
Address J-1
c/o Leather and Shoes
300 W. Adams St.
Chicago 6, Ill.

Wanted
Representation for Switzerland Of Tannery

producing first class Side Leathers and Suede Splits.
Address J-2
c/o Leather and Shoes
300 W. Adams St.
Chicago 6, Ill.

WELT SHOE FACTORY

Chain store operator owns modern factory making 800 pairs women's Orthopedic Welts per day; is looking for experienced shoe manufacturer interested in purchasing this type of factory and producing needed shoes under contract. Located in Cincinnati area. Address Box Z-2, Leather and Shoes, 300 W. Adams St., Chicago, Illinois.



DAVIS LEATHER INC.
TWO PARK AVENUE, NEW YORK 16, NEW YORK
R. A. Brea—Manager
Specializing in high grade full chrome calf leathers for the shoe, handbag and novelty trade in an extensive range (162 shades) of Ultra High Style Colors.

BABY CALF LEATHERS
BOSTON—Bergman & Brookhouse, 112 Beach St.
ST. LOUIS AND SOUTHWEST: O. B. Dahm, 1602 Locust St., St. Louis, Mo.
MILWAUKEE—H. I. Stewart, 918 North 4th St.
ENGLAND—Davis Canadian Leathers Ltd., 3 Granby St., Leicester.

DOMINION CALF LEATHERS
CINCINNATI—J. R. Kuevan, 626 Broadway.
CALIFORNIA—A. J. & J. R. Cook Co.
Los Angeles—1220 Maple Ave.
San Francisco—237 Eighth St.

TANNERY—DAVIS LEATHER CO. LTD., NEWMARKET, ONTARIO, CANADA



CLASSIFIED ADVERTISING

Wanted and For Sale

Wanted: Surplus Stocks

SHOE MANUFACTURERS' SURPLUS OF
Shoes including Close outs,
Samples and Factory Damages
Also LEATHER SURPLUS and REMNANTS.
WRITE
MATT AMROSE & SONS,
SYRACUSE, N. Y.

For Sale at Low And Attractive Prices

Upholstery Leather, mixed colors, all sorted and trimmed, perfectly flat in bags, full hand size and larger. All natural flesh back, sorted for cuffs, counters, etc. 31,000 pounds @ 29c—for the lot.

White Wool Felt, ⅛" thick, pasted on Natural color calf finish good weight imitation leather—New goods in full rolls—1/3 of lot 25" width, 2/3 of lot 50" width. 3,000 pounds new goods, per pound 60c, or will consider separating at a price.

Platform Felt 2 weights mixed in lot—1/5 of lot 4½" by 40", 2/5 of lot 12" to 18" by 40", balance 40" by 54". All flat, well packed in bales of about 250 pounds each. 10,000 pounds @ 12c.

Good quality Felt in Block Cuts only, size of about 6 x 12 and larger, 2,000 pounds @ 12c. ⅜" Jute Felt remnants, large, 3,000 pounds @ 12c.

Cheap Pennant Felt Green-Brown Strips 4 to 8" width and 40-50" long. Some shorter. All flat, rolled in bundles, 3,000 pounds @ 25c.

Rubberized Felt 1/16 to ⅛" thick, black, grey and cream color, full rolls 30-36" width. New. 9,000 pounds @ 28c.

Ski Cloth, numerous pastel colors, ½ to 10 yards long and some much longer, in rolls, mainly flat folded in bales. 60" width 2-3 weights napped back. 19,000 lbs. @ 55c.
Awning Material, some plain, mostly bright stripes. Some triangular shape — mostly straight cut full width and ¼ to 3 yards long. Flat folded and tied in bundles. 12,000 lbs. @ 18c.

Light weight Cotton Padding, 1 to 3 yards long, full width, flat folded—sewed against a sparce light weight netting. 2,000 lbs. @ 25c.

Auto Upholstery Cloth, grey, cotton, 7 ounce. All Block Cuts, odd shapes and a lot that are straight cut. Size about 5 x 8" and larger. 8,000 lbs. @ 25c.

Auto Upholstery Cloth, mostly wool with cotton mixture—Block Cuts only, some odd shapes and some straight cut. 3,000 lbs. @ 30c.

Rubberized Sheeting, remnants—⅛ to 2 yards long, full widths, flat folded, unwrinkled. 11,000 lbs. @ 12c.

Black Drill Cloth Bags—clear cutting—"Unused" Size without flap 9 x 12". 18,000 lbs. equal to about 75,000 bags, 12c per lb.

Spun Rayon, about 1 yard to 1½ yards, full widths. All samples, hardly 3 pieces alike in color or shade. Flat folded in cases. 15,000 lbs. @ 25c.

Imitation Leather—various colors—remnants, about ¼ to 1½ yards, mainly full widths, medium and a little heavier weight. Flat folded in bundles, packed in about 300 lb. bales. 8,000 lbs. @ 13c.

Terry Cloth, full widths and some wide tubular remnants about ½ to several yards long. All white, packed in bales. 12,000 lbs. @ 44c.

Canton Flannels, white unbleached, golden brown, black, colors. 1 to 10 and 10 to 20 yards. 4-5-8-10-12 ounce.

Raw Materials—in Carloads or Small Lots
A Building Full of Bargains.
We Just Keep Moving Our Stock.
Take Advantage of Our Low Prices.
Be One of Our Satisfied Customers.
We Guarantee Satisfaction.
Write for Your Needs — We Will Reply Promptly and in Detail with Samples, if necessary.
CENTRAL MERCANTILE CO.
217 Milwaukee Ave., Chicago 6, Ill.

Rates

Space in this department for display advertisements is $5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs $2.00 per inch for each insertion.

Undisplayed advertisements cost $2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and $1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Tannery Machinery For Sale

Stehling Fleshing Machine—72".
Quirin Wringer.
Measuring Machine.
Shaving Machine.
Carley Heater Double Rolling Machine.
Drums with individual drives, complete with motors and V. Belts.
Rockers and Rocker Frames.
All like new.
Address H-11,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

For Sale

COMPLETE, operating factory, manufacturing soft-soled baby shoes. Present output 1,000 pairs daily. Own three (3) story building, machinery, equipment and stock. Location, Middle Atlantic State. Reason for sale, owners have other interests. Address H-14, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Help Wanted

Consultant Tanner

WANTED: Consultant Tanner experienced in the tanning and finishing of Horsebutts for Cordovan.
Address H-13,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Representative Wanted

ESTABLISHED LEATHER FINISH manufacturer is looking for a qualified man to represent them in the Middle West. Good opportunity. State experience.
Address G-9,
c/o Leather and Shoes,
20 Vesey St.,
New York 7, N. Y.

Representatives Wanted

SEEKING REPRESENTATIVES
for
Latex (natural and synthetics)
and
Solvent Cements.
Address H-18,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Experienced Salesmen

Wanted to sell all leather bonded sheets for midsoles, Dutchmen, built up heels, innersoles. Our product in use for years in branded men's and boys' dress and work shoes. Salesmen should now be selling this type of manufacturer. State your territory and experience in detail. Confidences strictly respected. Write Box Z-3, Leather And Shoes, 300 West Adams Street, Chicago, Illinois.

Situations Wanted

Sales Demonstrator

Young man desires position as sales demonstrator. Five years practical experience in all phases of leather making, including two years in the laboratory. Willing to relocate.
Address J-3
c/o Leather and Shoes
300 W. Adams St.
Chicago 6, Ill.

Tanner and Supt.

16 years experience in pickling, chrome tanning and coloring of Cow Bellies, Splits, Shanks, Pig and Hogskins for Glove Leather, also 6 yrs. experience in beamhouse.
Address J-4
c/o Leather and Shoes
300 W. Adams St.

Chrome Tanner

30, looking for position as Foreman or Assist. Superintendent.
Address J-5,
Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

1901 · FIFTY YEARS OF CAN KNOW-HOW · 1951

STERN
A GOOD CAN NAME
SINCE 1901



5-GALLON SQUARE CAN

STERN CAN COMPANY, INC.
71 LOCUST STREET, BOSTON 25, MASS.

BOUGHT — SOLD

Titaniums — Lithopone
Zinc Oxide — Bichromates
Cellosolves — Glycols
Ethanolamines — Dyes
Chemicals — Extracts — Waxes
Oils — Greases — Residues
By-Products—Wastes, etc.

CHEMICAL SERVICE CORP.
80-02 Beaver St., New York 5, N.Y.

Deaths

Herman M. Koelliker

. . . *tanning executive*, died Aug. 22 in Chicago. He was vice president of Chicago Rawhide Mfg. Co., having been associated with the firm since 1936 and a vice president since 1942. He was founder and general manager of the company's service division. A graduate of Case Institute of Technology, Cleveland, he was president of the Chicago Case Club. He leaves three brothers, George P., Michael B., and Edward A.; and a sister, Mrs. Minnie Moses.

Philip Holtz

. . . 49, *retired shoe manufacturer*, died in Haverhill, Mass., Aug. 25, after a short illness. He entered the shoe industry in 1929 as owner of the Philip Holtz Shoe Co. in Haverhill. Later, he operated the Arlington Shoe Co. in Methuen, Mass. At the time of his death, he was owner of the Merrimack Valley Golf Club in Methuen and former co-owner of the Haverhill Country Club.

R. W. Groskopf

. . . 71, *retired leather dealer*, died Aug. 21 at his home in Miami, Fla., after a short illness. He was a former leather and leather goods dealer in Grand Rapids, Mich., before moving to Miami several years ago. He leaves his wife, Mabel; two sons, Eugene and John; and five sisters.



WINDRAM
Quality

COMBINING — ELASTICIZING
PLASTICS
BACKING CLOTH

WINDRAM
MANUFACTURING COMPANY
Established 1867
3 Dorchester St., So. Boston, Mass.

Use L&S WANT ADS
for expert help, selling agents, representatives, etc.

They get results—
only $2.50 per inch

Send copy to Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

WE ARE NOW READY TO SERVE YOU AS

Brokers and Tanners' Agents at our new location

JOSEPH D. GREENBAUM & CO.

Phones: Liberty 2-5361 and 2-5362

Joe Greenbaum — E. P. Glover — Russ Grant

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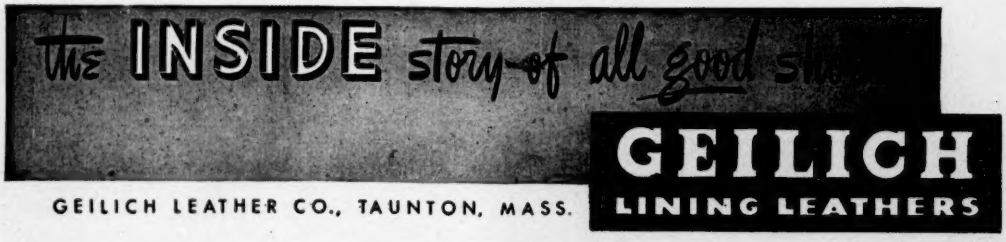
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CONTROLLED and TESTED

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"ALL

HABU-COAT by HADLEY'S

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FOR ALL LEATHERS

- SHOE
- GARMENT
- GLOVE
- LUGGAGE
- UPHOLSTERY

SINCE 1919

HADLEY BROS-UHL COMPANY

619 CALVARY AVENUE • ST. LOUIS, MO.

...AUKEE ... WILLIAM BARRY, 935 N. 35th STREET ... WEst 3-3344

LOW HEEL *high style*

. . AND PERFECT FIT WITH *Shugor*



SHUGOR, attached to the stripping, makes this smart pattern a comfortable one.



A trio of trim straps of SHUGOR from throat to instep furnish perfect adjustment.



Buckle gores relieve strain on strap and buckle with every step, providing easy adjustment always.



SHUGOR makes low heel shoes fit on feet that otherwise could not wear them. The insertion of SHUGOR at the correct location on shoe patterns insures against gaping, and assures neat appearance and proper fit. For style and fit suggestions, contact

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HUDSON, MASS.

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